



# Diamond Industry - Antwerp

Our client is a leading *DTC Sightholder* and *Rio Tinto Select Diamantaire* operating in the high-end segment of the market, servicing top brands and international retailers. Over the last 40 years this renowned international group has grown to become a globally trusted and respected player in today's diamond and jewellery industry. The group operates state-of-the-art manufacturing facilities and a worldwide network of offices. The company has earned a reputation for delivering high-quality products and consistent value-adding services catering to discerning clients around the world.

As a *DTC Sightholder*, this Group has been complying with DTC Diamond Best Practice Programs (BPP) for years, implementing the highest professional and environmental and ethical standards, in both the treatment of workers and in the provenance of diamonds.

To further strengthen the International Account Management Team the company has, in its offices in Antwerp, an exciting career opportunity available for an excellent and successful (m/f) :

## Key Account Manager Europe Polished Diamonds

### MISSION

- Key purpose of your role is to build and develop new and existing polished diamond client relationships across Europe, particularly the French speaking regions. • After an intense training period you will be responsible for managing existing polished diamond accounts, including some of the world's most reputed and prestigious diamond jewellery and watch brands.
- With a dedicated focus on delivering excellence in high-quality small polished diamonds you will also expand the European customer base and portfolio through initiating and developing new client relationships and by introducing and promoting the company's suite of products and services.
- In this autonomous role you will travel intensively, visiting key accounts and prospective customers and acting as company representative at relevant tradeshows, events, fairs and seminars. • In view of product delivery you will occasionally perform QC and sorting activities for small goods. • You will report directly to Senior Management with regular updates on forecasts, client performance, sales planning and market opportunities.

### PROFILE

- To qualify for this role you have a strong and relevant account management and relationship building experience with a successful track record of influencing and managing key customer satisfaction in a challenging and competitive international environment. • Ideally you have polished diamond and/or jewellery industry sales experience with a solid understanding of and access to European jewellery and watch industries, especially in France and Switzerland. • Product knowledge of polished diamonds and sorting experience are preferable but not essential. • Above all you are a dedicated, persuasive and result-driven self-starter with a real passion for the products and the business.
- You are a pro-active and professional team-player with strong communication and influencing skills and with the outspoken ability to build trust. • You are fluent in English and French with additional European languages (German, Dutch, Spanish) as a plus. • This position is field based and requires frequent European travel, especially in France & Switzerland.



### OFFER

Our client offers an excellent training and an exciting role with attractive long-term career opportunities in a solid and dynamic group with global exposure and a strong reputation. You can expect a competitive remuneration package with benefits and incentives.

### INTERESTED ?

Send your Application Letter and CV (in English) to **Search & Selection Antwerp** for the attention of Mr. Marc Van Beethoven : [m.vanbeethoven@searchselection.com](mailto:m.vanbeethoven@searchselection.com).

You can also apply on-line : [www.searchselection.com](http://www.searchselection.com)  
using reference number : 11142

