

## Is your future ‘in water’?

### Then you might be the colleague we are looking for!

To strengthen our Sales activities, we are looking for a:

#### Account Manager Maritieme & Offshore Markt

##### Fulltime | Schiedam | International Contacts

Our Sales team is expanding! You are a commercial professional with a technical affinity, energized by building long-term customer relationships and achieving growth.

#### What will you do?

As an Account Manager, you are the key point of contact for clients in the maritime and offshore market. You understand their challenges and translate them into solutions together with our engineering teams. You take ownership, spot opportunities, and ensure that commitments are met.

In practice, this means you will:

- Identify and approach new customers
- Maintain and grow existing relationships
- Negotiate contracts and pricing
- Collaborate with internal teams to exceed expectations
- Monitor market trends and competitors

#### Who are you?

- Bachelor's or Master's level, preferably in a commercial or technical field
- Experience in account management, ideally in maritime/offshore
- Strong communication, negotiation, and relationship management skills
- Proactive, results-driven, and independent
- Willing to travel internationally
- Good command of Dutch and English

#### What do we offer?

- Competitive salary, company car, 13th-month bonus
- Company car
- 25 vacation days + 2% flexible budget (extra salary, days off, or pension)
- Laptop, pension scheme
- International contacts and a workplace along the Nieuwe Maas
- Training and development opportunities through our Hatendoer-Water Academy

#### What do we do?

Our company, Hatendoer-Water BV in Schiedam, has been “fresh in water” since 1906. We began as a supplier of drinking water to seagoing vessels and have

grown into an internationally active player in water treatment, with reverse osmosis as a key technology within our organization.

#### Who are we?

With around 90 enthusiastic colleagues in Schiedam and offices in Singapore, Dubai, Mombasa, Houston, Hamburg, and Aberdeen, we supply high-quality technical solutions, services, and products. More than 5,000 of our installations are operating worldwide. We handle engineering, R&D, production, marketing, and sales in-house, supported by various partners where needed.

#### What you can expect

- Open culture and an enthusiastic team
- Team events and an active staff Association
- Solid pension scheme and additional insurance such as WGA supplementary coverage
- The surprisingly diverse world of water!

#### The family

Fun fact: our sister company, Hatendoer-Neptunus, still supplies drinking water using its own fleet of water barges—now also delivering other water types and using multiple transport options.

Rotterdam

Singapore | Dubai | Houston | Hamburg | Aberdeen

**HATENBOERNEPTUNUS**  
 *Holding*

Visit [Hatenboer-Neptunus.nl](https://www.hatenboer-neptunus.nl) and [Hatenboer-Water.com](https://www.hatenboer-water.com) for more information.

### Interested?

Are you ready to apply your commercial skills and contribute to our international growth? Send your CV and motivation letter to [hrm@hatenboer-water.com](mailto:hrm@hatenboer-water.com).

Questions? Call **010 409 12 00** and ask for **Thulsi Fatingan (HR)** or **Sieger Sakko (Manager Sales Projects)**.

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