

# JUNIOR ACCOUNTMANAGER TWEETALIG



## ALGEMENE INFORMATIE

<b>Sector</b>	Handel, commercie en ondernemen
<b>Niveau</b>	4
<b>Leerweg</b>	bol
<b>Dag/avond</b>	Dagopleiding
<b>Duur</b>	3 jaar
<b>Crebo</b>	25877

## REGIO

's-Hertogenbosch

# JUNIOR ACCOUNTMANAGER TWEETALIG

## WAT GA JE LEREN?

### Vaardigheden & vakken

You will learn everything about international sales and marketing. During this bilingual junior account manager course you get started with various methods that can be used to sell products/services, how marketing is used by sales departments, how to deal with financial figures, and the principles of Customer Relationship Management (CRM) to ensure positive customer relationships. Topics as intercultural competences, international business orientation and your own personal development are also a part of this programme. All of the business related topics during this course are offered in English.

Just like in high school, you take courses. General subjects such as Dutch, Mathematics, and Career and Citizenship are always part of the curriculum. You also have more specific courses related to the junior accountmanager bilingual programme.

Each course has 'Keuzedelen'. You can choose which 'keuzedelen' you want to follow. Would you prefer to broaden your knowledge? Or do you prefer to specialise in a profession? This way, you distinguish yourself in the field or you can easily progress to your further education.

## WAT GA JE DOEN?

### Meer over deze opleiding

The course junior accountmanager bilingual contains three phases:

#### 1. *Foundation phase*

During this phase you will learn more about topics as: internal analysis of an organisation, external analysis of the organisations environment and the customer journey

#### 2. *Advanced phase*

After an internship of ten weeks, you will learn everything about the process of a successful sale, account planning and account management. The exams of the general subjects will also take place during this phase

#### 3. *Graduation phase*

After the exam preparation you will start your final internship of 30 weeks. During this internship the business exams will take place

Besides lessons and projects, we encourage various international excursions and business trips. Such as an internship abroad and obtaining additional certificates as Cambridge (English), Goethe (German) and EBBD (internationally acknowledged Certificate of Excellence in European Business Behaviour and Democracy).

## OP SCHOOL

Je leert in, met en van de praktijk

Sitting in a classroom listening all day? Definitely not!

During this course you spend a lot of time at Koning Willem I College working on projects with fellow students. This way you practice with methods that can be used to sell products or services, how you can use marketing when closing a sale, the principles of customer relationship management and how to deal with financial figures. You will also follow guest lectures and visit companies. In all projects we aim to involve international companies and the latest trends and developments.

## STAGE

Echt aan de slag!

The 30 weeks internship element of the course provides the opportunity to become a trainee of an actual company, often with the possibility to be hands-on with the daily tasks, demonstrating and developing skills whilst achieving real-life work experience for the resume! During the internship you will do your final business exams. We encourage and support an internship abroad.

Only companies listed on [www.stagemarkt.nl](http://www.stagemarkt.nl) are approved for our internships. In order to achieve the EBBD, an internship abroad is required.

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## METEEN AAN HET WERK?

Kansen genoeg!

After graduating from this international course junior accountmanager bilingual you are ready to enter the work field. As a qualified junior account manager you will most likely be working for a small or medium sized enterprise, in jobs that are closely related to account management. More of an enterprising person? This program also equips you to start your own business.

In your job you are responsible for selling the products or services of your company. You are the source of information via communication with prospective customers. You are also responsible for the internal order processes and incorporating market research into proposals. A junior account manager role requires sales guidance and consultancy for larger customers. Being the day-to-day contact for customers requires maintaining positive long-term relationships in addition to coordinating projects with the customer.

## VERDER LEREN?

Stroom door naar een vervolgopleiding

With your business diploma, you can opt for a bachelor's degree (hbo) programme. Don't feel like studying for another 4 years? You can also progress to an associate degree (a two-year programme at bachelor's level).

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## TOELATINGSEISEN

Vooropleiding & voorwaarden

To start this programme, you need:

- a pre-vocational secondary education (vmbo) diploma (kaderberoepsgerichte, gemengde of theoretische leerweg)
- *or* a level 2 vocational education (mbo) diploma
- *or* a level 3 vocational education (mbo) diploma
- *or* at least a progress statement from havo (senior general secondary education) year 3 to havo year 4 or from vwo (pre-university education) year 3 to vwo year 4

### Extra activity

An English test is mandatory to determine your level in English before starting this course.

## KOSTEN

Lesgeld & schoolkosten

### Verplichte kosten

Ministerie (lesgeld)	€ 1419,-
First year	€ 200,-
Second year	€ 200,-
Third year	€ 50,-

Lesgeld (jaarlijks) is verplicht wanneer je op 1 augustus van het nieuwe schooljaar 18 jaar of ouder bent. Vermelde kosten zijn voor schooljaar 2024-2025.

### Vrijwillige kosten

First year	€ 450,-
Second year	€ 450,-

## BIJZONDERHEDEN

Wat je nog moet weten

At graduation you will receive more than your business diploma. You will receive a Cambridge certificate for English B2 level.

You can become a Junior European Parliament Ambassador. Koning Willem I College is a European Ambassador School.