



Job description

Regional Manager Asia

February 2021

Keywords:

Industry: animal health / **Segment:** livestock vaccines and diagnostics / **Scope:** managing sales and development of the vaccine portfolio in Asia / **Location:** Asia / **Travel:** 50%

About Vaxxinova

The Vaxxinova Group, headquartered in Nijmegen, the Netherlands, was officially named and founded in 2010 but can rely on expertise and presence originating from the 1960s. Our current network comprises research & development, production, sales and diagnostic facilities in 10 countries: Brazil, Chile, Germany, Italy, Japan, Jordan, Norway, the Netherlands, Thailand, and the USA. Vaxxinova is active in more than 60 countries.

Vaxxinova aims to provide a full range of both autogenous and licensed vaccines combined with high-level diagnostic services, supported by strong R&D. Our focus is on livestock including poultry, aqua, cattle and swine.

In Asia, Vaxxinova has a Regional Office located in Bangkok, Thailand, and has a distribution network in ten countries (Bangladesh, Pakistan, Nepal, Myanmar, Malaysia, New Zealand, Vietnam, Indonesia, Thailand, Taiwan).

Vaxxinova belongs to the EW Group, a German based family-owned company, specialized in animal genetics, animal nutrition and animal health.

About the role

As Regional Manager Asia you are responsible for the ongoing commercial expansion of our portfolio and presence in Asia. Your challenge is to expand the sales of vaccines in the countries where Vaxxinova is already present and to tap into new markets for our products in close cooperation with the Technical Manager Asia. To that end you develop long lasting relationships with your customer base and new customers built on trust and quality. In addition to sales, you also ensure registration of the vaccine portfolio, explore and act upon business opportunities and keep the company informed about major market trends. You subscribe to our core values entrepreneurial, professionally driven and down to earth and propagate them as a good ambassador.

Main responsibilities

Your main responsibilities for increasing our commercial presence in the Asian region are:

- Manage sales and increase the current market share in countries where Vaxxinova is present
- Analyse and select new countries, markets and distributors for further expansion
- Maintain, manage and build good relationships with distributors, key accounts and end users
- Team up with the Technical Manager Asia to increase sales and meet customers' needs
- Draw up commercial plans, sales budgets and registration plans
- Ensure registration of the portfolio in all relevant countries
- Guarantee effective collaboration with customer service, production planning, registration, marketing and technical support
- Oversee day-to-day sales operations insuring the correct acquisition of new orders and on time delivery of the existing orders
- Participate at major trade events in the area and promote the company brand and products

Qualifications

- Graduated in veterinary medicine, animal husbandry or equivalent by experience
- Minimum 5 year experience in the sales or technical support of vaccines for livestock (preferably poultry) or in similar managerial roles
- International reputation and experience in Asia
- Excellent oral and written communication skills; English language is necessary, knowledge of other Asian languages is a plus
- Team player, able to communicate well and maintain a good contact with your colleagues in Asia and other areas
- Culture sensitive and able to think from the outside in
- Take advantage of opportunities that arise and act actively, setting high standards for your own performance
- Ability to work independently towards targets
- Subscribe to our core values entrepreneurial, professionally driven and down to earth
- Willingness to travel (up to 50%)

Organization

- This position reports to the Sales Director International
- Located in Asia; preferably Bangkok, Thailand
- Part of the Sales and Marketing team

Questions / applications:

Henri Verlinden, Manager Human Resources

Mail: henri.verlinden@vaxxinova.com

Andrea Sciortino, Sales Director International

Mail: andrea.sciortino@vaxxinova.com