



Sales Professional Asia
(m/f) Fulltime

Vaxxinoa offers an excellent opportunity for a driven professional in a commercial role in Asia

About Vaxxinoa

The Vaxxinoa Group, headquartered in Nijmegen, the Netherlands, was officially named and founded in 2010 but can rely on expertise and presence originating from the 1960's. 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. Vaxxinoa is active in more than 60 countries.

Vaxxinoa 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, Vaxxinoa has a Regional Office located in Bangkok, Thailand, and has a distribution network in ten countries.

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

About the role.

You will receive a thorough personal introduction program to get to know our products and our company, after which you will start working autonomously as a sales professional, responsible for expanding our commercial presence in the Asian region:

- Increase the current market share of our vaccines in the countries where Vaxxinoa is already present and tap into new markets for our products
- Team up with the Technical Manager Asia to service customers' needs
- Support registration of the vaccine portfolio
- Explore and act upon business opportunities and keep track of and share major market trends in your region
- Maintain, manage and build long lasting relationships with distributors, key accounts and end-users built on trust and quality

As we are an ambitious, fast-growing organization, there are good opportunities for growth in the long term. Vaxxinoa is a committed employer with a flat organization, plenty of room for your initiatives and sufficient freedom to create market opportunities and shape solutions yourself.

About you.

- Graduated in veterinary medicine, animal husbandry or equivalent by experience
- You have at least 3 years' sales experience in the animal health industry (preferably poultry) or in similar roles
- Excellent interpersonal skills, a genuine interest in people and sensitivity to cultural diversity
- Business-oriented self-starter who enjoys embracing new challenges and adapting quickly to new environments
- Team player: able to communicate well and maintain contact with your colleagues in Asia and other areas
- Take advantage of opportunities that arise and act actively, setting high standards for your own performance
- You take responsibility and are pragmatic in your delivery, you initiate progress and get things done, not waiting for someone else to do it
- Subscribe to our core values entrepreneurial, professionally driven and down to earth and propagate them as a good ambassador
- Excellent oral and written communication skills; English language is necessary, knowledge of other Asian languages is a plus
- Willingness to travel (up to 50%)
- Willing to live or settle down in Bangkok.

Vaxxinova offers a local contract in line with industry standards and in accordance with experience.

Questions / applications:

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