

Job description

Sales Director International Zone

Keywords:

Industry: animal health / **Segment:** livestock vaccines and diagnostics / **Scope:** commercial development and Key Account Management of the vaccine portfolio in Africa, Middle East, Asia / **Location:** preferred Italy or in one of the key markets / **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 production, research & development, 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 at providing 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.

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

About the role

As Sales Director International Zone you drive our business in Africa, the Middle East and Asia (excluding Japan) comprising 3 teams based in Thailand, Jordan (including a diagnostic lab) and South Africa. You manage the business development and growth in the area including registration planning, sales and Key Account development, budget preparation, performance management, technical support and alignment on planning and logistics with the production sites (Italy, Brazil, Japan and US).

You focus on the expansion in the countries where VaxxinoVA is already present, tap into new markets and launch new vaccines in line with our 5-year plan. Together with the teams, you build long-lasting relationships with our customer base built on trust and service. You are entrepreneurial, professionally driven and down to earth and will act as a VaxxinoVA ambassador in the region.

Main responsibilities

- Assume full business responsibility for the International Zone including its representative offices (topline / S&M cost).
- Manage the relationship with existing distributors and acquire new distributors in cooperation with the commercial team.
- Prepare and execute business plans and budgets in agreement with the management team.
- Manage business growth including Key Account Management, registration planning, geo expansion and new product launches.
- Pick up direct responsibility for some key markets.
- Monitor and follow-up performance with the teams.
- Coordinate the operational alignment between the business teams and the production sites including accurate forecasting and on-time logistics.

Qualifications

- Graduated in veterinary medicine or equivalent by experience.
- Proven track record in the sale of vaccines for livestock (more than 10 years of experience).
- Well introduced in multiple markets, understanding the different dynamics, distribution channels and key account structures.
- Team player. Despite geographical distance, you communicate well and maintain contact with your colleagues and reports.
- Experience with contract management.
- Culture sensitive and able to think from the outside in.
- Good strategic thinking and excellent negotiation skills.
- Setting high standards for your own performance.
- Able to define targets and steer teams towards results.
- Excellent oral and written communication skills, English language is necessary, knowledge of other languages (Italian) is a plus.
- A willingness to travel (up to 50%).

Organisation

- This position reports to the Managing Director Europe & International Zone
- Location in Italy preferred
- Part of the Sales and Marketing team

Questions / applications:

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