

# Vaxxinoa to make more appointments to support expansion strategy

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Vaxxinoa is planning more appointments over the coming years as it continues to expand its commercial operations.

A spokesperson for the company told S&P Global Animal Health it is extending its sales and marketing teams in Europe, Latin America and in international zones such as Africa, the Middle East and Asia in order to be closer to customers.

The spokesperson stated: “Overall, Vaxxinoa is growing globally – not only in the European, Latin American and international zones – and we keep expanding our teams worldwide to offer a broad range of licensed and autogenous vaccines for all livestock customers.”

The firm aims to add more staff in Europe to promote sales of the Avishield range of poultry vaccines – [acquired from Dechra Pharmaceuticals](#) last year – and its autogenous vaccines. Vaxxinoa is currently seeking a key account manager in Poland, Benelux and the Nordics territory.

The company added: “In the International zone, we will add persons in specific countries to support our historic portfolio, our acquired businesses (Avishield and Deltamune) and autogenous vaccines.”

Vaxxinoa acquired [South Africa-based](#) veterinary vaccines manufacturer Deltamune from Phatisa last year. Deltamune develops and manufactures registered and autogenous vaccines for production animals.

Another of Vaxxinoa’s recent acquisitions includes a deal for Brazilian business Labovet last year, which specializes in vaccines for food animals and companion animals. It has a portfolio of around 70 products that includes vaccines, vitamins and antiparasitics.

## Latest appointment

Vaxxinoa’s most recent appointment was Vuk Grahovac, who became key account manager for southeast Europe. Dr Grahovac will support customers across Bosnia and Herzegovina, Croatia, Kosovo, North Macedonia, Serbia, Slovenia and Ukraine. He will be part of Guilhem Devillechabrolle’s European team. Dr Devillechabrolle was [appointed earlier this year](#) to head the firm’s European commercial team.

Dr Grahovac has previously worked at Dechra Pharmaceuticals, with over a decade of regional experience in poultry health and customer partnerships. He served in regional management and key account roles in southeast Europe, the Middle East and Africa since 2013. He completed his veterinary medicine degree from the University of Belgrade in Serbia.

Vaxxinoa has also recently [added Merry Pradana and Mohammed Serry](#) as country representatives for Indonesia and Saudi Arabia, respectively.