



Join Our Team as a Key Accountant Manager!

Key Accountant Manager

Keywords:

Industry: animal health / **Segment:** livestock autogenous vaccines and diagnostics / **Location:** Remote, Europe (factory is located in Cuxhaven, Germany) / **Contract:** Permanent contract, Full Time

About Vaxxinoa

Vaxxinoa develops, produces and markets a wide range of innovative licensed and autogenous vaccines to protect livestock and fish against disease. We create high quality solutions to improve animal health and to support the business of our customers. We believe that innovation and excellence in research are essential to produce premium products that match the current and future requirements in animal health.

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 production, research & development, sales and diagnostic facilities in 11 countries: Brazil, Chile, Croatia, Germany, Italy, Japan, Jordan, Norway, the Netherlands, Thailand and the USA. Vaxxinoa is active in more than 75 countries.

Our production facility in Cuxhaven, Germany, focuses on autogenous vaccines, livestock-specific prevention solutions when registered vaccines are not available or not sufficiently effective.

Vaxxinoa belongs to the EW Group, a German-based family-owned company, specialized in Life Sciences; genetics, diagnostics and healthcare sectors. The EW Group is highly committed to R&D and active in more than 100 countries.

About the role

Our customers require expert, rapid, and flexible veterinary support to solve their individual animal health problems. Through proactive and continuous interaction with key accounts, you will create sustainable business relations and position Vaxxinoa Autogenous Vaccines as first choice supplier. Furthermore, you manage budget preparation, performance management, technical support and alignment on planning and logistics with the production site in Cuxhaven.

You focus on the expansion in the countries where Vaxxinoa is already present, tap into new markets and promote new autogenous solutions. Together with the team, you build long-lasting relationships with our customer base built on trust and service. You are entrepreneurial, down to earth and will act as a Vaxxinoa ambassador in the region.

Main responsibilities

- Assume business responsibility for the autogenous poultry and swine sales in Europe.
- Manage the relationship with existing customers and acquire new customers.
- Prepare and execute business plans and budgets in agreement with the management team.
- Manage business growth including Key Account Management, geo expansion and new product launches.
- Monitor and follow-up performance.
- Coordinate the alignment between the business and the production site including accurate forecasting.
- Organize and facilitate the diagnostic activities to collect and analyze infectious agents used to manufacture autogenous vaccines, including site visits and performing necropsies and sampling.

Qualifications

- Graduated in veterinary medicine, experience in Avian pathology and clinical microbiology/diagnostics



- Track record in the sale of (autogenous) vaccines for livestock desirable.
- Well introduced to the poultry industry, understanding the different dynamics, distribution channels and key account structures.
- Understanding of the regulatory framework is a plus.
- Team player.
- Culture sensitive and able to think from the outside in.
- Good strategic thinking and excellent negotiation skills.
- Self-starter; setting high standards for your own performance.
- Able to independently define targets and steer towards results.
- Excellent oral and written communication skills in both German and English.
- A willingness to travel in the area (up to 60%).

Organisation

What does Vaxxinoa offer you?

Working at Vaxxinoa means working in an open and professional environment where we value respect, open communication, and integrity.

You will work in a pleasant team of professionals in an informal environment.

Besides a good salary, Vaxxinoa has excellent fringe benefits, and we foster continuous development and learning.

Vaxxinoa empowers her employees at every level to take ownership of their work to achieve our common goal: the realisation of our R&D portfolio.

Organisation

- This position reports to the MD Autogenous
- Location Cuxhaven, Germany or remote
- Part of the business unit Vaxxinoa Autogenous

If you are passionate about technology and eager to contribute to a forward-thinking company, we would love to hear from you!

Questions / applications:

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