



Kickstart Your Career - Join Our Team as a Key Account Manager!

Key Account Manager autogenous vaccines

Keywords:

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

Our offer

Are you ready to take your veterinary expertise to the next level? At Vaxxinova, we offer ambitious graduates the chance to step into the exciting world of commercial veterinary solutions. You'll start with comprehensive training to master the autogenous vaccines industry and grow into a trusted Key Account Manager. You will be introduced to the poultry industry, understanding the different dynamics, distribution channels and key account structures. Your mission? Help farmers and producers solve real animal health challenges with tailor-made solutions. This is not just a sales job—it's a role where your veterinary knowledge makes the difference. You'll:

- Build strong, lasting relationships with key customers across Europe.
- Act as a Vaxxinova ambassador, expanding markets and introducing innovative solutions.
- Collaborate with our production site in Cuxhaven to ensure rapid, flexible support.

If you're entrepreneurial, down-to-earth, and eager to combine science with strategy, this is your chance to shape the future of animal health—while shaping your own career.

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.
- Manage business growth including Key Account Management, expansion and new product launches.
- Coordinate, monitor and follow-up 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.
- Culture sensitive, team player 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 (mainly EU up to 60%).

What does Vaxxinova offer you?

Working at Vaxxinova 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, Vaxxinova has excellent fringe benefits, and we foster continuous development and learning.

**Organisation**

- This position reports to the MD Autogenous Vaccines
- Location Cuxhaven, Germany or remote

About Vaxxinova

Vaxxinova 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 Vaxxinova 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 14 countries: Brazil, Canada, Chile, Colombia, Croatia, Germany, Italy, Japan, Jordan, Norway, the Netherlands, South Africa, Thailand and the USA. Vaxxinova 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.

Vaxxinova 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.

Ready to make an impact? Send us your CV today and start your journey with Vaxxinova!

Questions / applications:

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