

## IN0109 – Market Development Manager South East Asia (m/f/d)

### INDICAL - Who we are and what we do

At INDICAL, our purpose is to help to prevent and monitor animal diseases as well as antimicrobial resistance through improved diagnostic technologies. We offer immunology and turnkey molecular solutions, including automation. INDICAL is a leader in molecular diagnostics within the animal health space. We cover all aspects from R&D, production and supply chain/logistics to finance, business development, marketing & sales, regulatory affairs and quality control. Directly covering 17 countries, we are represented in over 160 countries and we are a rapidly growing, profitable science-based company.

We are currently looking for a Market Development Manager (MDM) in South East Asia.

### Job description

The Market Development Manager is part of the Distributor Management / Sales Team and is responsible for:

- Driving sales in South East Asia
- Defining INDICAL's distribution strategy and managing our commercial partners in South East Asia (distributors, resellers, agents etc.)
- Working hand in hand with INDICAL's customer care department, the MDM manages complex logistic requirements and monitors deliveries to ensure product quality and customer satisfaction.
- Maintaining the ERP and CRM systems for South East Asia
- Building and run reports including accurate product and sales forecasts for South East Asia
- Monitor tender databases and coordinate export projects with international organizations (WHO, UN, etc.)
- Working on marketing plans and helping to roll out marketing campaigns for South East Asia hand in hand with INDICAL's Global Marketing team.

Besides being the first contact of the commercial partners, the MDM is also the first contact for any technical support.

## Position requirements

Applicants should have at least three years' experience in sales, business development or in a similar position; ideally in applied sciences / production of animal veterinary diagnostics.

The ideal candidate should have proficiency in distributor management and international trade, work with CRM (SalesForce.com) and ERP (Microsoft Dynamics) systems and be familiar with Marketing tools.

## Personal requirements

The desirable candidate is required to have the following skills:

- Fluent in English and any main language spoken in South East Asia
- Be organized, meticulous and systematic
- Be organized, service-oriented, meticulous and systematic
- Have a can-do mentality and embrace teamwork with cross-functional teams
- Experiences with MS Navision or other ERP and CRM systems beneficial

**Job location:** South East Asia

**Functional area:** Business Development / Sales

**Employment type:** Regular full-time, initially on a two-year contract

**Timing:** Immediately

If this challenge appeals to you and you can offer drive, commitment and enthusiasm, we look forward to hearing from you! Please apply in writing to [hr@indical.com](mailto:hr@indical.com) quoting the reference number and including your complete application documents as well as your earliest starting date and salary expectations.

[www.indical.com](http://www.indical.com)