

INL0114 – Market Development Manager East Europe (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) for East Europe.

Job description

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

- Driving sales in East Europe
- Defining INDICAL's distribution strategy and manage our commercial partners in East Europe (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 CRM system for East Europe
- Building and run reports including accurate product and sales forecasts for East Europe
- 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 East Europe hand in hand with INDICAL's Global Marketing Team.

First contact of the commercial partner, the MDM is also the first line 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 animal veterinary diagnostics.

The ideal candidate should have proficiency in distributor management and international trade, be familiar with Marketing tools and work with CRM (Sales Force.com).

Personal requirements

The desirable candidate is required to have the following skills:

- Fluent in English and any main language spoken in East Europe
- Be organized, service-oriented, meticulous and systematic
- Have a can-do mentality and embrace teamwork with cross-functional teams
- Experiences with Salesforce.com or similar CRM systems beneficial

Job location: East Europe

Functional area: Business Development / Sales

Employment type: Regular full-time

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 quoting the reference number and including your complete application documents as well as your earliest starting date and salary expectations.

INDICAL is an equal opportunity employer and values diversity. We take our employment decisions based on your qualification, merit and our business needs.

www.indical.com