

Our client is a privately-owned and globally operating pharmaceutical company that specialises in the development and production of human and veterinary medicines. The company's headquarters are located in Germany and employ over 1700 people. Our client has been producing a wide range of products for nearly a century and its animal health division develops, produces and distributes biopharmaceuticals for production animals, small animals and horses. The company is one of Germany's leading veterinary vaccine manufacturers and is recording consistent international growth. Its positive outlook and global orientation have enabled it to steadily expand, maintain its independence and achieve significant stability. Its ownership structure – now rare in this sector – allows it to pursue far-reaching strategies for the future, long-term investment strategies and to guarantee a high level of job security.

In addition to expanding its global network of sales branches and distribution partners, the company's expansion strategy also includes expanding its network of independent distributors. Geographically, these indirect sales activities will primary focus on the EMEA region as well as the Eurasian economic area and neighbouring states.

For this purpose, the company is now looking for an individual to fill the newly created position of

Distribution Channel Manager (m/f)

to take responsibility for its global operations in this area.

Your role:

- As a member of our EMEA Sales division, you will be responsible for our Distribution Sales Channel and for managing the expansion of our indirect sales partner network
- Your activities will be focussed on familiar markets as well as new territory
- Initially, our main target will be the swine and poultry vaccine product segment
- You will hold the key for quickly expanding the geographical range of our sales activities and for establishing and maintaining solid business partnerships. You will conclude corresponding agreements based on existing contracts
- You will be the main contact person of our Distribution Sales Channel division and guarantee the smooth operation of its interface with our headquarters' Business Development, Supply Chain Management, Business Management and Marketing or Product Management divisions, and with the Country Heads of our foreign subsidiaries
- As the sparring partner of our Sales and Business Development Directors and our Head of Sales EMEA, you will also be responsible for further developing the company's indirect sales distribution channel strategy
- You will assure the continued development of all requisite business processes, compliance and internal and external quality standards
- You will be responsible for selecting and maintaining the product portfolio for our indirect sales channel and related pricing policy, and for creating and providing the requisite marketing materials
- This position is located near Berlin
- You will be reporting to the Head of Sales EMEA

Requirements:

- A passion for sales in international markets!
- Skilled at managing distributors and in-depth understanding of your customers' customer-base
- Strong negotiation skills and highly assertive
- Extensive experience in selecting, acquiring and maintaining distributors for vaccines or biopharmaceuticals or drugs
- Contacts in relevant regions
- Degree in business administration or similar
- High level of affinity with medium-sized businesses. Appreciative of flat hierarchies and straightforward decision-making, highly result-oriented and a hands-on approach
- Highly growth-oriented
- Very good command of English, happy to travel worldwide (approx. 40%), knowledge of German and another language an advantage
- Proficient in the use of CRM and SAP systems
- Excellent social and intercultural skills
- Strong organisational and communication skills
- Animal health expertise desirable but not vital

What we offer:

We offer the successful candidate the exceptional opportunity to be the first person to shape a newly created sales position and contribute to driving the international growth of a successful medium-sized company. You will make the company's collaboration with its distributors take on a new dimension. You will be working at the headquarters of an unlisted, privately-owned business with first-rate technical expertise, a growing reputation in the market, a promising product portfolio and one of the most up-and-coming market participants in the veterinary vaccine sector. The company's key divisions and decision makers are located in your immediate vicinity on the company's campus. This position presents an opportunity for you to bring your experience and contacts into your work and to become a key contributor to the company's success.

Your first point of contact is Dr. med. vet. Felix von Hardenberg and his team, which can be contacted on Tel. +49 8178 9986410 and will be happy to answer any questions. To apply, please email a comprehensive application (covering letter, CV, desired salary and earliest starting date) to bewerbung@hardenberg-consulting.com, including the reference **TG1770418**.

www.hardenberg-consulting.com

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