

Our client is a privately owned and globally operating pharmaceutical company that specializes in the development and production of human and veterinary medicines. The company's headquarters are located in Germany and employ over 1700 staff. Our client has been producing a wide range of products for nearly a century and its animal health division develops, produces and distributes vaccines for production animals and pets. In line with its culture and expansion strategy, the company has now acquired companies in Canada and the USA that play a significant national role in the development and production of vaccines.

The next step to be taken now following these acquisitions is to systematically develop these markets, starting with Canada. To fill a newly created position we are consequently looking for a

## **Key Account Manager Animal Health Canada (m/f)**

### **Your role:**

- You will be a pioneer and responsible for creating a slim marketing and sales organization for commercial and autogenous vaccines
- You will initially be working on your own in sales, but be part of the local management team and gradually build your own team
- Initial sales will focus on the product segment of swine vaccines
- You will be responsible for the sales strategy as well as the consistent development of an important market outside Europe, as well as the first sales successes
- You will act as a bridgehead for international information transfer and prepare central decisions for the board in Germany
- You will coordinate the individual products strategy-based positioning with Strategic Marketing in Germany and contribute the requisite market knowledge from Canada
- At the same time, you will also be responsible for the smooth management of the interface between technical services, production and the development department in Canada
- You will build your own relationships with different customer groups, provide technical advice and take responsibility for sales and revenue right from the start
- At the same time, you will create links with institutions and authorities and attend important events to increase the company and products' name recognition
- By acting as the medium-sized German company's representative, you will be internally and externally representing the company's culture in North America
- In the medium term, you will also take responsibility for developing the partner network in North and Central America
- This position is based in Ontario, Canada
- You will be reporting to the Canadian company's CEO

**Requirements:**

- Extensive professional sales and/or marketing experience in international animal health companies
- Ideally, expertise in production animal and autogenous vaccines as well as a solid, technical expertise in the field
- Knowledge of North American market conditions
- Prepared to perform development work in Canada and to represent the German parent company's culture
- Skilled at gaining support from colleagues for your cause and to manage them without being their superior
- Sharp perception and high level of attention during the post-merger integration phase following the takeover of the Canadian firm
- Persuasive, open personality, foresighted and highly independent
- Very good knowledge of English and good knowledge of MS Office. Other languages, especially French, are welcomed
- An enjoyment of intercultural collaboration and confidence in dealing with international colleagues and executives
- You welcome the structural particularities of medium-sized businesses and harness associated liberties and potentials in a creative and responsible way
- Willingness to move your domicile or family's place of residence to Ontario
- Happy to regularly travel internationally

**What we offer:**

We offer the exceptional opportunity to act as a real pioneer, take up a newly created leadership position as its first holder and to actively further the growth of a healthy medium-sized company. Your deployment will give the acquisition of the Canadian subsidiary significant meaning and will make you the role model for the successful development of other markets outside Europe.

You will enjoy the German parent company top management's trust in your abilities and act as the ambassador of an unlisted privately owned company with excellent technical expertise, a growing reputation on the market and a very promising product portfolio, and which is also an up-and-coming market player in the veterinary vaccine sector.

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 [application@hardenberg-consulting.com](mailto:application@hardenberg-consulting.com), including the reference **TG1770423**.

[www.hardenberg-consulting.com](http://www.hardenberg-consulting.com)

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