

Our client is an international corporation with close to 20,000 employees in 25 countries and headquarters in the Rhineland, Germany. In the area of development, manufacturing and marketing of chemicals used in industrial production, they are one of the leaders worldwide with sales of EUR 7.7 billion in 2016. Their highly developed substances help make consumer goods lighter, more colorful or safer. Active, innovative and creative expansion through research and development as well as acquisition are what make this company one of the most reliable employers.

In the newly acquired disinfection division, we are looking for a **Veterinarian** as:

Head of Global Technical Sales Disinfection (m/f)

Your role:

- You are a member of the global management team and the key person for all scientific aspects in the worldwide selling processes to vets and farmers
- To lead a global team of 4 technical sales persons who support the account manager in achieving their targets in established markets and in growing areas
- You will be in charge of developing and enrolling compelling values to align global markets with focus on key animal production countries
- Launch organization of innovative products or applications geared towards the disinfection of pig and poultry farms in a disciplined and prioritized way globally
- By performing field studies, you support R&D and marketing
- To share your knowledge, you are responsible for organizing trainings for internal as well as external customers
- Audits help you to ensure high quality standards for all parties who are involved
- You communicate regularly between markets, R&D and marketing and bridge theory and practice
- You use your knowledge and information to contribute to the established ideation process
- Representation of the company by participating in congresses or conventions as a speaker or participant
- Your office is located in Leverkusen
- You report directly to the Head of Market Segment Disinfection

Your qualifications:

- You are a Veterinarian with several years' working experience, ideally in a technical supporting function
- You have experience in the pig and poultry industry
- Leading people is your passion
- Your international interests have taken you to several foreign countries
- Very good knowledge of project management
- You like to work with customers, understand their needs and are able to transfer this into sales
- Structured working methods and good organizational skills are key to success; openness to other cultures and a natural talent to communicate complete your profile
- You are willing to travel internationally for up to 60% of the time
- You are fluent in English, in both spoken and written form

Our offer:

We offer the rare opportunity of taking a challenging leadership position and making a substantial career move in a global company with the best reputation in main markets. In your role you will be responsible for people, decision-making and results in high potential areas. You have the opportunity to take on strategic and operative responsibility on a global scale and represent products with high benefits for the markets. You will be encouraged to bring your experience and contacts into your work and to make a significant contribution to the future success of a well-known company.

You will be working in a global company that will become a main player in its industry thanks to the high popularity of its brand, its positive image and its solid professional expertise.

Your first point of contact is our consultant Dr. Mareike von Eichhain and her team, which can be contacted at tel. +49 8178 9986410. They will be happy to answer any questions. To apply, please email a comprehensive application (cover letter, CV, desired salary and earliest starting date) to application@hardenberg-consulting.com, including the reference **TG1775111**.

www.hardenberg-consulting.com

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