

KEY ACCOUNT MANAGER



HIPRA is an European company working on investigation, and the production and commercialisation of animal health products, especially on biological and pharmacological products. Our headquarters are located in Amer (Girona) Spain and we have subsidiaries and sales representation on every continent. HIPRA has more than 50 years of experience in the veterinary pharmaceutical industry and is made up of personnel who share our values of commitment, enthusiasm and team work. We are a leading company in the Spanish veterinary products industry and are currently immersed in an ambitious international development process. We want to incorporate into this plan people who have a spirit of innovation, with a calling to serve and who feel involved in our project. Our catalogue of products is outstanding for its wide variety of high quality products for swine, poultry, cattle, sheep, goats, rabbits and fish, and it allows us to be in the vanguard of our sector.

Capable of doing greater things?

As a Key Account Manager you will be integrating and developing all aspects of the company relationship with the customers. We are looking for an ambitious, active and reliable person who feels enthusiastic on leading all product-related activities for the Coccidia Business Unit.

RESPONSIBILITIES

- Accomplish the approved sales objectives for the Key Accounts under your responsibility.
- Development, coordination and compliance of the activities approved for the Key Accounts under your responsibility.
- Implement the concepts, programs and activities defined by the Marketing and the Technical team.

REQUIREMENTS

- Qualifications: Doctor in Veterinary Medicine and national poultry market knowledge. Sales Management studies will be valued.
- Languages: Fluent in English and other European languages (French, German, or Spanish).
- Experience: key account management, proven knowledge of the poultry national market and key customers as well as experience in coccidiosis control.

WE OFFER

- Attractive package, career plan and joining a new young project team.

Please send your cv to ajb@hipra.com