Are you our new

Export Area Manager

Europe and Africa

Are you a dynamic and versatile commercial professional with exceptional linguistic abilities and a passion for international business?

YOUR FUNCTION

We are seeking a bilingual (English-French) Export Area Manager focusing on European and African countries. As an Export Area Manager, you will utilize your proven commercial, technical and linguistic skills to effectively navigate a multitude of markets. Your primary focus will be on boosting sales and fostering strong relationships with our established distributors and key accounts across various cultural landscapes. This role not only includes maintaining and guiding our existing partners, but also seeking out new collaborations in untapped markets within your assigned region. Successful execution of these responsibilities requires a minimum travel commitment of 25 % (TBD).

You will become part of a vibrant team of Export Area Managers, supported by a dedicated sales assistance team. Additionally, your role will involve close collaboration with marketing, product, and regulatory departments to ensure alignment with company goals and strategies. You will report directly to the Partner Sales Director, providing regular updates on sales activities, market insights and strategic initiatives.

Your 9 main challenges:

- Develop yearly sales plans per region and partner.
- Meet sales targets by engaging in negotiating, following up and successfully closing commercial transactions.
- Keep rolling forecasts updated.
- Provide technical advice and assistance to partners and end-users.
- Identify and approach potential partners and key accounts.
- Organize and participate in national and international fairs, seminars and networking events.
- Geographical & customer base expansion.
- Analyze market trends & identify product portfolio expansion opportunities.
- Proactively position our products and company.

WHERE?

Your new playground will be the main office of Inovet:
VMD nv/sa, Hoge Mauw 900, 2370 Arendonk

DO YOU HAVE...

- an intense work ethic and drive to get things done?
- technical know-how?
- a demonstrated ability to identify challenges & propose suitable solutions?
- an intrinsic motivation to learn and improve hard and soft skills?
- excellent verbal and written communication skills?
- previous experience in B2B sales or export management with exposure to European and/or African markets? That is a plus.

ARE YOU...

- skilled in engaging a wide spectrum of clients, demonstrating an equal commitment to understanding and meeting the needs of diverse business cultures?
- willing to travel min. 25% of the time?
- a collaborative team player with a pro-active mindset, capable of working autonomously as well as in a team environment?
- fluent in English and French?

Then we might become colleagues.

WHAT DO YOU GET IN RETURN?

- A responsible and varied position
- A competitive salary with many fringe benefits
- Training and career opportunities, such as being able to take courses
- Flexible working hours
- A stable, financially sound employer
- Enthusiastic colleagues who provide a vibrant, stimulating working atmosphere

WHO ARE WE?

At Inovet, you don't just do a job, you help build a healthier and happier world for animals. And you do not do this alone, because at Inovet we are strong together. Facing challenges together and learning from each other is in our DNA. Inovet is a pharmaceutical company that produces and distributes over 160 veterinary medicines and animal health products all over the world. Inovet was recently acquired by the listed and stable Finnish Orion Group. As a new group, we are quite ambitious and are in a real growth spurt. Hence, we could use some extra talent. Orion Animal Health (Inovet included) is an Orion Group business unit with 134 M€ net sales and 250 employees. The business unit operates in two market segments, livestock and companion animals and products are sold in more than 120 countries.

INTERESTED?

Does this vacancy make you spontaneously wag your tail? Apply by sending your motivation letter and curriculum vitae to Charlien Wouters: charlien.wouters@inovet.eu.

Your application will be handled discreetly and GDPR-compliant. You will soon hear from us if we want to sit down with you. We are already on our hind legs with enthusiasm to get to know you. For questions about applying, please contact Charlien Wouters at +32 14 67 20 51.

V.M.D. nv/sa, member of Inovet, part of Orion Group
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InoVet

ORION PHARMA ANIMAL HEALTH