

Belgium Jobs Expertini®

Technical Account Manager Poultry Vaccines BNL

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Company: Elanco

Location: Antwerp

Category: business-and-financial-operations

At Elanco (NYSE: ELAN) – it all starts with animals!

As a global leader in animal health, we are dedicated to innovation and delivering products and services to prevent and treat disease in farm animals and pets. We're driven by our vision of 'Food and Companionship Enriching Life' and our approach to sustainability – the Elanco Healthy Purpose – to advance the health of animals, people, the planet and our enterprise.

At Elanco, we pride ourselves on fostering a diverse and inclusive work environment. We believe that diversity is the driving force behind innovation, creativity, and overall business success. Here, you'll be part of a company that values and champions new ways of thinking, work with dynamic individuals, and acquire new skills and experiences that will propel your career to new heights.

Making animals' lives better makes life better – join our team today!

Position Title:

Technical AM Poultry vaccines BNL

Supervisor Title:

Sales Manager Poultry Benelux

Position Type:

Location:

Position Description:

Your objective as Technical Account Manager Poultry Vaccines is to develop and realize profitable sales of Elanco's poultry vaccines in the Benelux market. As a partner, you will

reach out to all targeted stakeholders in the poultry industry to achieve full coverage and awareness of our areas of expertise, products and value-added services.

Main stakeholders are rearing companies and veterinarians. You will be able to promote the range of Elanco products and execute value projects through individual meetings, facilitation of group discussions, educational programs, field evaluations, technical projects and value added services. You will be a highly relevant link between our vaccine customers, supply, Customer Service, and Finance.

Thorough product knowledge, ongoing market intelligence and a combination of consultative value selling and a strategic account management approach will result in consistent customer focus and value contribution.

Functions, Duties, Tasks:

Realize sales growth in collaboration with the various industry partners.

Professionally promote the Elanco brand, Elanco's products and share Elanco's vision and strategy with different stakeholders in the poultry industry.

Develop strategic account plans for targeted vaccine customers, visualized in monthly scorecard activities.

Initiate and pursue product and non-product strategies for all account levels up to the poultry farmer.

Align frequently with team members to maximize impact and add value to our customers and their businesses.

Set up and conduct field research in close collaboration with the Technical Consultants and commercial colleagues to achieve desired interactions with the customer and/or to support our (marketing) strategy and positioning.

Perform product and market trend analyses.

Use Consultative Value Skills for optimal customers approach and growing business relationships.

Initiate and perform contract negotiations in close collaboration with sales manager and Financial department. Accurately follow-up on agreements, both with the customer and internally (Customer Service and Finance) with clear communication and documentation.

Coordinate activities in close collaboration with partners.

Master consultative skills and strategic planning

Minimum Qualification (education, experience, capabilities, required certifications):

MSc in veterinary medicine (or animal sciences)

1 to 5 years of experience in Animal sector

Demonstrable focus on results and track record in relevant commercial settings.

Excellent communication and facilitation skills for effective interaction and communication with customers from barn to boardroom, and with team members, even via remote contact.

Commercially & technically driven.

The ability to acquire and apply technical knowledge to support our products in practice (technical sales).

Good organizational and planning skills

Ability and ambition to build long-term relationships.

Strong sense of personal accountability, result-driven, and timely in execution.

Persuasive, able to influence your surroundings and have strong negotiation skills.

Sense of curiosity with investigative skills.

Accurate, ambitious and a true team player.

Good computer skills: Microsoft Office Outlook, Word, Excel and PowerPoint

Languages: Dutch - fluent and English - excellent in writing and (almost) fluently spoken

Overnights may occur

Elanco

At Elanco, we offer more than just a job; we provide a dynamic work environment where you can be yourself, learn and grow. Join our dedicated team and discover the numerous benefits of working for a leading international company in the animal health industry.

What we offer:

Dedicated Team: Collaborate with passionate professionals committed to achieving excellent performance and making a positive impact on the world of poultry health.

Room for Humor: At Elanco, we believe in an enjoyable work environment. Humor promotes team spirit and makes the workday even more pleasant.

Collaboration with European Poultry Specialist: Learn and work alongside experts in poultry in Europe, contributing to the health and well-being of poultry worldwide.

Self-Development: At Elanco, we encourage continuous self-development. You have the opportunity to expand your skills and knowledge, fostering your professional growth.

Autonomy in the Workplace: We believe in the power of autonomy. You have the freedom and trust to work independently and explore innovative ideas. At Elanco, we encourage creativity, and a good idea is given the space to be tested.

At Elanco, we invest in our employees and strive for a stimulating work environment where everyone can flourish and contribute to our collective success. Join our team and experience the challenging opportunities that Elanco has to offer for your professional and personal growth!

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