

Global Head Market Development – Companion Animal (m/f/d)

INDICAL - Who we are and what we do

INDICAL is a global leader in the development of complete solutions for molecular and immunological veterinary diagnostics for livestock and companion animals. We help to identify, prevent, monitor, and eradicate animal diseases with innovative diagnostic workflows and support that empowers our customers every day. INDICAL is part of VIMIAN, a leading global animal health company and one of the fastest growing globally. VIMIAN primarily focuses on companion animals.

Our customers play a central role in protecting the health of animals and humans. Our products and workflows for veterinary diagnostics and pathogen research are trusted by lab technicians, vets, and organizations worldwide including government agencies, laboratories, research institutes, farmers, and producers. INDICAL is a spin-off company of Qiagen and we combine premium product quality, innovation and agility and customer orientation.

As part of the VIMIAN group, expansion of our companion animal business is a key strategic priority for us at INDICAL. Therefore, we are currently seeking to hire a [Global Head Market Development – Companion Animal \(m/f/d\)](#).

Job description

Reporting directly to our CEO, the Global Head Market Development for the Companion Animal segment is a senior leader within our commercial Team. The responsibilities of this senior leader include:

- Driving sales of INDICAL products to companion animal customers in collaboration with our regional field sales team and the wider VIMIAN sales team
- Evaluation of potential products, technologies and companies within the field of companion animal to expand our portfolio
- Scouting and managing new partners and distributors to advance the portfolio and business of INDICAL within the companion animal field
- Perform trainings & attend conferences
- Monitor tender databases and coordinate export projects with international organizations in the field of companion animal diagnostics
- Developing market development and marketing plans and helping to roll out marketing campaigns in the field of companion animal diagnostics supported by INDICAL's Global Marketing Team
- First line technical support in the field of companion animal diagnostics

Position requirements

We are looking for a seasoned leader with sharp business and technical knowledge in the companion animal diagnostics market and at least five years of experience in sales, business development or in a similar position.

The ideal candidate is a visionary and strong communicator with a strong drive to build out and expand a new part of our business. We are looking for a go-getter who strives in a fast-growing, energetic environment.

Personal requirements

The desirable candidate is required to have the following skills:

- Be organized, service-oriented, meticulous and systematic
- Dynamic with a strong can-do mentality
- Embrace teamwork with cross-functional teams
- Experiences with Salesforce.com or similar CRM systems beneficial

Job location: Home-based

Functional area: Business Development / Sales

Employment type: Regular full-time

Timing: Immediately

Why INDICAL?

- We offer state-of-the-art and family-friendly work environment in globally one of the fastest growing animal health companies
- Flat hierarchies with short decision-making paths and a corporate culture driven by passion and fairness
- Attractive remuneration package with ways to participate in the company

If this challenge appeals to you and you can offer drive, commitment and enthusiasm, we look forward to hearing from you! Please apply in writing to hr@indical.com quoting the reference number INL0154 and including your complete application documents as well as your earliest starting date and salary expectations.

INDICAL is an equal opportunity employer and values diversity. We take our employment decisions based on your qualification, merit and our business needs.