

Job Description

Global Account Manager, Public Health

Company Background

Vestergaard (www.vestergaard.com) is a growing and diversifying company dedicated to improving the health and quality of life of some of the world's most vulnerable people, most of whom live in low- and middle-income countries. We are passionate about finding better, more decisive solutions to eliminate malaria and other global health challenges, including improving food security.

Founded in 1957, we are a privately-owned company headquartered in Switzerland with regional office in Vietnam and employees in other parts of the world, including India and Kenya.

Today, we are proudly B Corp certified with an aim to balance purpose and profit. This certification demonstrates our commitment to meeting the highest verified environmental, social and governance performance standards, public transparency, and legal accountability.

We believe that doing good is good business. We have been a United Nations Global Compact (UNGC) member since 2006 and have aligned our business objectives with the UN Sustainable Development Goals.

Position and Responsibilities

As our new Global Account Manager, you will oversee all aspects of the relationships of the company with its most important long-term customers. You will ensure the development of strong business relationships, supportive of the organization's strategic goals and reflective of our brand and corporate values. You will leverage colleagues and resources across the organization to achieve strategic and operational goals with these customers. As a pivotal member of our Public Health Sales team, you will have the opportunity to make your mark in a dynamic company and a multicultural team.

The position is based in Switzerland or in any other Vestergaard office location and you will report directly to our Director of Sales and Marketing, Public Health.

Key Responsibilities

- Develop business plans for each key account, reflecting strategic, communications, and sales objectives, and execute plans leveraging colleagues and resources across the organization.
- Build strong relationships at all levels of key accounts organizations and drive achievement of targets in close collaboration with Head of Global Growth, Regional team members, and Communications team.
- Research and monitor developments within key accounts' organizations which may affect future business. Lead the consolidation of information regarding assigned donor markets, future business opportunities and procurement levels with each key account, informing the business forecasting and review processes and the analysis of customer needs and priorities.
- Disseminate customer insights and business opportunities within the Public Sales team and the organization at large.
- Position the PermaNet product portfolio and contribute market insights to Product Manager and Communications team.

- Lead cross-functional teams to develop and submit responsive commercial offers.
- Upon award, negotiate the contract on behalf of the company with assistance from the Legal team.
- Participate in the development of the annual sales budget.
- Contribute to, or lead, strategic projects as assigned.

Key Competencies

- Pragmatic, yet creative and innovative. 'Can-do' and 'hands-on' attitude.
- Able to combine strategic thinking with the ability to execute to achieve operational objectives
- Excels in a fast-paced, results-driven, highly accountable environment, often with a high degree of ambiguity.
- A connector, building relationships and partnering across the organization (to achieve the company goals
- Curiosity, problem solving skills, business acumen, industry knowledge and project management skills.
- Strong interpersonal communication, presentation and negotiation skills.
- Sharp analytical and planning skills.

Education and Experience

- University degree or equivalent.
- Degree in Public Health / Science or Health related disciplines is a plus.
- Min 8-10 years of experience in sales and account management, ideally within Public Health or Pharmaceutical area.
- Experience with contract negotiation and with competitive bidding.
- Experience in influencing international stakeholders in a multicultural environment.
- Fluency in written and spoken English is a must – any other language is an asset.

This position requires frequent travel (10-20% of the time) to visit with key accounts, attend conferences and internal meetings.

Applications:

Vestergaard embraces diversity and inclusion in our workforce and is an equal-opportunity employer. Diversity, equity and inclusion are critical to our ongoing success. Our employment practices prioritise qualifications and merit, disregarding factors such as race, colour, national origin, religion, age, gender identity, sexual orientation, marital status and more, within the bounds of applicable local laws and regulations.

If you possess the above qualifications and are driven to meet our business needs, please send your cover letter and CV to [APPLICATION](#). We will only respond to electronic applications and shortlisted applicants.

For more information about the company, please visit:

www.Vestergaard.com

Youtube: www.youtube.com/user/VestergaardFrandsen