

This position is responsible for the strategic management of all key branches of the veterinary and pet health business of the area in Hajdú-Bihar, Borsod-Abaúj-Zemplén, Nógrád, Heves, Szabolcs-Szatmár-Bereg counties and a part of Budapest and Pest. The Key Account Manager works with key account management to identify and implement common business opportunities. The KAM role operates at an exceptional business level to provide the best possible conditions with our customers. KAM reports to the Veterinary Sales Manager.

Main responsibilities:

- **Develop the key account strategy and territory plan. Align activities and key account plans to marketing programs and management direction.**
- **Develop and maintain key account plans based on detailed analysis of the customer's needs.**
- **Ensure customer information and activity reports are continuously updated through CRM system, provide timely monthly business review**
- **Maintain high level of expertise with the evolving portfolio of products**
- **Deliver agreed sales targets and market share gains for specified product lines**
- **Analyze and interpret territory and customer potential, sales, and growth opportunities.**
- **Identify objectives and parameters for every negotiation.**
- **Monitor performance and results of KA plans and present back to the team.**
- **Co-ordinate with colleagues to achieve positive changes to the customers understanding and use of our portfolio of products.**

Basic Qualifications:

- **Exceptional sales ability, minimum 2 years sales experience in pet health business**
- **Veterinary degree, or agricultural sciences**
- **Strong business and financial acumen**
- **Good sales and analytical skills**
- **Effective communication skills written and verbal**
- **Builds successful and effective relationships**
- **A strong focus on planning and strategic goals**
- **Drive, resilience, and stress tolerance**
- **Confidence, likability, and a persuasive personality**
- **Good command of English**