

Vetoquinol is a global top-10 player in animal health with a strong family-owned foundation. For nearly a century, our 2,500+ colleagues across more than 25 countries have shared one mission: to enrich the lives of people through dedication to animal health and well-being. In our BeNeSca affiliate, we bring this mission to life with innovative products, tailored solutions, a commitment to sustainability and social responsibility and strong partnerships with veterinarians, livestock producers, pet owners and retail partners.

Due to internal mobility, we are looking for a

Key Account & Solutions Manager

In this pivotal role you will combine leadership, strategy and client partnerships to deliver business impact.

Are you ready to drive strategic partnerships and lead solutions across BeNeSca?

Your impact in this role

You are responsible for achieving the agreed sales and margin targets for the region. You will ensure regular contact with clients in line with strategy, segmentation, visit frequency and group policies. By effectively leading a team of Solution Implementation Consultants, Key Account Managers and our FA Business Leader, you will drive commercial success while building strong, sustainable partnerships.

How you'll make a difference

Key account management - Deliver sales and margin objectives by executing strategic partnership plans with key clients. Build long-term relationships, explore new business opportunities, lead contract negotiations, ensure alignment with regional and group strategies and maintain up-to-date CRM data. Approach other large accounts per the key account strategy and drive commercial action plans in line with country priorities from product launches and sales targets to solution rollouts and changing market dynamics.

Solutions management - Oversee the activities of the solutions team by defining KPIs, setting objectives and ensuring effective territory management. Lead the rollout of new solutions and foster collaboration across departments, acting as the link between local Solution Implementation Consultants and the wider Vetoquinol Group.

Sales results - Drive commercial success by setting clear targets, monitoring performance and ensuring market penetration. Provide strategic focus at key account level to maximise profitability, while safeguarding and shaping the company's commercial policy.

Sales leadership - Inspire, develop and empower your team to achieve short- and long-term organisational goals. Lead performance management, set clear objectives and support professional growth using Vetoquinol's LEAD tools. Promote innovation, manage change and turn challenges into opportunities.

Planning & organisation - Support effective business planning for the solutions team, maximising field time and identifying growth opportunities. Collaborate closely with marketing and internal teams to implement roadmaps and adapt to evolving market priorities.

Performance & reporting - Ensure timely reporting and compliance with company processes, including performance analysis, field activity and expenses. Provide accurate and consistent feedback to support decision-making.

Market & industry insight - Stay ahead of industry trends and competitors by gathering and sharing market intelligence. Use insights to identify opportunities and strengthen Vetoquinol's competitive advantage.

What you bring

- A minimum of 3 years' experience in leading and coaching sales teams.
- Strong commercial expertise with the ability to translate strategy into execution, ideally in the sector.
- Native in Dutch with fluency in French and English.
- Master degree (or equivalent commercial experience).
- Excellent skills in account planning, building customer relationships and acting as a trusted business advisor.
- A proactive, entrepreneurial mindset with the ability to inspire and energise teams.

What we offer

- A leadership role within a global top-10 animal health company with a family-owned spirit.
- Competitive compensation and benefits.
- A balanced role with 60% focus on key accounts and 40% on solutions.
- Hybrid working model: 50% in the field with clients, 50% strategic planning with your team and colleagues, including 2 days per week at the Niel office.
- An ambitious, passionate and collaborative team environment.
- The opportunity to directly contribute to Vetoquinol's success and impact in the animal health industry.
- And yes... in our Niel HQ, bringing your furry friend is part of the deal!

Interested in this role?

Contact our HR Manager Sandra Cannaerts via sandra.cannaerts@vetoquinol.com.

**Join us in shaping the future of animal health together with solutions that matter
and partnerships that last.**