

Key Account Manager Home Markets



As Key Account Manager you will work towards our three largest customers, VikingDanmark, Växa Sverige and FABA. They are our owners, as well as distributors in the VikingGenetics core markets. You will coordinate the activities we have together and help the cooperation to work smoothly. You will have a focus on developing the markets and together maximize the sale of semen and embryos.

Your main tasks will be:

- Ensure high customer satisfaction
- Proactively and professionally manage the customer relationship on all levels
- Present new products, features and services to the customer
- Work closely with our Product Development, Finance department and Supply Chain team.
- Drive, maintain and follow up on sales activities
- Obtain, build and maintain a thorough knowledge of the customers' businesses
- Submit short and long-term sales plans and prepare sales strategies
- Earning customer trust and understanding their needs by building and maintaining strong networks

You will become part of a high-functioning sales team with a solid team spirit. VikingGenetics are experts in breeding programs, and you will have the chance to thrive in this position by delivering sales through others in a niche industry.

Overnight travel approximately 35% depending on business conditions. Location in Hollola (Finland), Assentoft (Denmark) or Skara (Sweden).

Your qualifications:

- Sales within B2B in a multichannel setup, meaning both sales to end customers and sales through distributors and/or wholesalers. At least 5 years
- Sales of technical products, or sales within agricultural industry will be highly appreciated
- Problem solving
- Project facilitator with evident planning and organizational skills
- Strong Networker with Diplomatic and Political flair
- Be able to analyze opportunities and issues, and give constructive feedback on possible solutions
- First class communication skills, able to operate structured and share Knowledge in a professional and effective way
- Fluent in spoken and written English
- Experience with CRM system, Microsoft Office application including PowerPoint
- A strong influencer and negotiator, who is self-motivated and manage good working relationships.

We offer you:

An exciting job with opportunities for professional and personal development. We value initiative, enthusiasm, responsibility and the right balance between creativity and quality in all solutions. A position in a professional and dedicated company, and the opportunity to influence the development of the whole company.

For more details, please contact: CSO, Sara Wiklert Petersson, tel. +46 70 251 80 70

Applications with appendices should be sent to: application@vikinggenetics.com.

VikingGenetics is the market leader for cattle breeding in the Nordic countries, co-operatively owned by 25,000 farmers. Our unique combination of breeding for health traits as well as production has led to a position as domestic market leader and with substantial export sales. We employ 150 people in Denmark, Finland, Sweden, Australia, Germany and UK with an annual turnover of 30 million €.



Our company values

- Committed ➤ Trustworthy ➤ Customer oriented ➤ Ambitious