

## Associate Director - Corporate Accounts, Europe

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Company: IDEXX

Location: Spain

Category: other-general

### Associate Director – Corporate Accounts, Europe

As a member of our Global Corporate and Strategic Accounts Team, and reporting to our Sr. Director, Corporate and Strategic Accounts in Europe this role is focused on corporate veterinary hospital clients that are strategic partners for IDEXX and represent a fast-growing customer segment in veterinary healthcare.

This role is responsible to set strategic account guidance for this important and rapidly growing segment of our Companion Animal Group Business and will leverage a matrixed leadership approach with internal and external stakeholders. The ability to interact with and influence the executive leadership and remote managers of assigned strategic accounts to deliver key annual objectives is core to the position's success. Also important is the leadership of a team of Corporate Account Managers who consult and grow an assigned group of Corporate Accounts.

#### In This Role:

Fully responsible to deliver a complex mix of objectives on a quarterly and annual basis for assigned corporate accounts

Manage negotiations in conjunction with relevant sales and finance teams, to achieve win-win and still maintain partner relationships

Achieve strong collaboration across IDEXX business units to ensure alignment on customer strategy and execution across country sales teams, leveraging different skills and capabilities

across the IDEXX business.

Coach and develop team of Corporate Account Managers to develop strategic partnerships and position them for successful interactions with customers, per agreed upon strategies and approaches.

Maintain deep understanding and insight of the veterinary market and account landscape and leverage to ensure successful achievement of strategies and goals. Assist others at all levels to leverage this knowledge into actionable plans and results.

Deliver business intelligence and recommendations to appropriate functional areas within IDEXX on progress, milestones, new ideas and roadblocks to achieve account objectives.

Conduct presentations, face-to-face meetings, and contract negotiations with assigned corporate accounts.

### **What You Will Need to Succeed**

Ideally you will have 7 to 10 years of related sales experience

You can demonstrate strong people management and leadership skills

You will have obtained a broader exposure to multiple areas of business beyond the sales

Demonstrable success in influencing across organization (internal), without direct responsibility. Influence in the matrix

Previous interface and relationship management with C-Suite/Executive-level

Successful previous difficult/complex contract negotiations

Experience with pain of losing business, needing to regroup for success

Strategic and analytical skills

Proactive communication in multiple forms

Able to work in the matrix, with different stakeholders

Organizational/manage through the complexity

Present complex in a simple/understandable format

## Why IDEXX

We're proud of the work we do, because our work matters. An innovation leader in every industry we serve, we follow our Purpose and Guiding Principles to help pet owners worldwide keep their companion animals healthy and happy, to ensure safe drinking water for billions, and to help farmers protect livestock and poultry from diseases. We have customers in over 175 countries and a global workforce of over 10,000 talented people.

So, what does that mean for you? We enrich the livelihoods of our employees with a positive and respectful work culture that embraces challenges and encourages learning and discovery. At IDEXX, you will be supported by competitive compensation, incentives, and benefits while enjoying purposeful work that drives improvement.

Let's pursue what matters together.

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### Cross References and Citations:

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