



Key Account Manager for Business Development (permanent, full-time/40 h)

About Vali Consulting GmbH

We are a team of experienced regulatory experts who can draw on many years of successful regulatory and scientific support in the authorisation of innovative biological and conventional plant protection products and biocides.

Our clients are internationally distributed, comprise small to multi-national companies. Our team is located over Europe with partners in other parts of the world. We make use of state-of-the art communication techniques to facilitate a close cooperation with our clients and partners.

Vali was founded in 2018 as a 100% subsidiary of ibacon GmbH, a scientific research company passionate since 1994 in providing the chemical industries with GLP-compliant studies in the environmental risk assessment context. Over all these years the company gained substantial confidence as a reliable partner supporting industry on the way to the market authorization of their products.

We founded Vali to go a step further and to allocate regulatory services in a new environment stimulating a creative and dedicated development. Vali gives to our customers the desk support they ask us for to master increasingly complex and laborious regulatory requirements. We provide independent regulatory services to the global chemicals industry and focus on complex authorisation processes for (biological) plant protection products, biostimulants, biocides and pharmaceuticals

To complement our team, we are offering a position as

Key Account Manager for Business Development (permanent, full-time/40 h)

Your main tasks and responsibilities:

- Active development of regulatory service business in our growth markets of biopesticides, biostimulants, crop protection, biocides and pharmaceuticals.
- Maintenance and expansion of the existing customer base
- Identification of market potential in Europe and worldwide
- Negotiation of contracts and prices
- Sales responsibility
- Development and implementation of strategies to strengthen our market position
- Market and competition monitoring
- Participation in the development of marketing concepts
- Participation in trade fairs and other customer events
- Identifying new developments and discussing with the Vali colleagues how they might be implemented.





Your profile and qualifications:

- Experience in business development with proven sales success, ideally in the natural sciences sector; experience in the consultancy sector is an asset;
- A natural sciences background is essential, preferably in the biopesticide, biostimulants and/or agricultural sciences area;
- Sociable with good communication and negotiation skills;
- A very sound control of the English language is an absolute requirement
- Good knowledge of spoken and written German is an asset.
- A strong desire to succeed, pioneering spirit and creativity.

Our offer:

- Friendly working environment, with career opportunities in a growing team
- Flexible working hours
- Attractive salary added by performance-based bonuses
- Support of your private pension plan
- Coffee, tea and water are offered for free
- The location of your team will be Weinheim, Germany, near Heidelberg, with home office as an option.

We are looking forward to your application together with your CV and career description, including your earliest possible date of availability to enter in your new job.

Please forward your email application to Marta Sliwa recruitment@vali-consulting.com

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