



LAVORO
IN LOMBARDIA
CENTRO PER L'IMPIEGO



PAESI BASSI - Account Manager

Codice offerta: **EURES Italia**

Tipologia Offerte di lavoro all'estero pervenute da Eures

Descrizione

EURES network is looking for an **Account Manager** for MEG, an ISO-certified and GDP-compliant pharmaceutical wholesale organisation based in the Netherlands.

Are you a commercially driven professional with a passion for creating lasting partnerships in the healthcare sector? Do you have a talent for managing strategic accounts, identifying new business opportunities, and driving growth? Join us and make a difference on a global scale.

As an Account Manager at The Medical Export Group (MEG), you will take full ownership of strategic customer accounts, including NGOs, government agencies, and UN organizations. You will work closely with internal teams to ensure customer satisfaction, drive sales growth, and contribute to

MEG's mission of improving healthcare access in low- and middle-income countries.

- Building and nurturing long-term relationships with strategic accounts, understanding their needs and goals
 - identifying and pursuing new business opportunities, particularly through donor-funded programs (e.g., Global Fund, Worldbank, ECHO)
 - proactively monitoring and adapting to market developments, competitor activities, and funding shifts
 - leading the proposal process, ensuring strategic alignment and competitive pricing for tenders
 - working closely with Sales Specialists and cross-functional teams to support proposal creation and ensure the financial viability of submitted offers
 - representing MEG at conferences, and trade fairs, expanding our network and visibility
 - tracking customer satisfaction, gathering feedback, and implementing actions to maintain strong relationships.
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- A completed relevant bachelor's degree (Dutch HBO level)
 - 3-5 years of commercial experience, ideally in an international business and/or healthcare environment
 - strong relationship-building and networking skills, with the ability to navigate complex customer needs
 - commercial acumen, with the ability to identify new business opportunities and drive sales growth
 - a proactive, results-oriented attitude and the ability to work independently and collaboratively



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- strong communication and negotiation skills, with experience engaging senior stakeholders
 - excellent command of English (spoken and written); proficiency in French and/or Spanish is a plus
 - an understanding of the healthcare sector, ideally with some familiarity with donor-funded projects
 - you should be willing to travel 4-6 times per year for work, primarily within Europe, with occasional international travel.
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- A high-impact role in a mission-driven organization that makes a difference globally
 - competitive salary and bonus structure
 - 32-40 working hours per week
 - 27 vacation days, pension scheme, and opportunities for continuous learning and development
 - hybrid working model and potential for future relocation to Utrecht region
 - the chance to directly contribute to improving healthcare systems in low- and middle-income countries.

Since 1980, MEG has been a trusted partner to international NGOs and governments, supporting healthcare delivery in developing countries. Our clients include UNICEF, WHO, UNFPA and other major humanitarian players. We provide medical supplies and expertise for both long-term health programs and rapid emergency response.

CV and a motivation letter in English should be attached to the application form.

Riferimenti azienda

Azienda richiedente: Medical Export Group (MEG)

<https://www.medicalexportgroup.com/>

Scadenza annuncio

Fri Feb 20 23:59:00 CET 2026

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Ufficio di riferimento

Centro per l'Impiego di Sarezzo