



Vacancy Account Manager

32-40 hours per week

Drive Impact. Build Relationships. Improve Global Health.

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.

Your Role: Account Manager with a Global Reach

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.

Your Key Responsibilities Include

- 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.

What You Bring to the Team

- 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
- 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.

What We Offer

- A high-impact role in a mission-driven organization that makes a difference globally
- Competitive salary and bonus structure
- 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.

About The Medical Export Group (MEG)

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.

Learn more at www.meg.nl | #TogetherForGlobalHealth

Ready to Apply?

Send your CV and motivation letter to rachid.benabbou@uww.nl

Want to know more about the organisation and the position?

Contact person: Rachid Benabbou – Senior EURES adviser –

Email: rachid.benabbou@uww.nl

Telephone: +31 6 11 03 52 66

For information in Italian: Anna Bongiovanni – EURES adviser Italy

Email: anna.bongiovanni@regione.abruzzo.it