**Farm Animal Business Manager (MRCVS)**

37.5 hours per week

Permanent

Field based.

Vetoquinol UK, the 9th largest animal healthcare company in the world, have an exciting opportunity for a full time, permanent FA Business Manager (MRCVS) to join our team.

The main duties of the role will be to:

* Achieve and develop the turnover and profitability of an identified territory (central band of the UK), contributing to the Company’s EBIT objectives by achieving sales targets and ensuring that gross margins are in line with budget.
* Set the vision with customers of how insight from data and IT is important for their sustainability in the future.
* Establish valued added partnerships through the identification of customer needs and opportunities and the promotion of a range of innovative based solutions as well as supporting the growth of Vetoquinol’s portfolio and services.
* Develop a strong customer base through the identification, profiling and analysis of new business opportunities in a defined local market, primarily aiming to target key vets, veterinary practices and key accounts.
* Meet defined targets and KPIs in line with company strategy and objectives including Vetoquinol’s Sales Excellence and Solutions Excellence programmes as well as working within the company’s segmentation framework.
* Provide prompt first line support in a professional, knowledgeable and ethical manner to our customers on veterinary queries relating to our product range, including pharmacovigilance.
* Deliver veterinary expertise and guidance whilst continually optimising commercial opportunities to external customers, including veterinary practices, Key Accounts, industry bodies, key opinion leaders, milk processors and 3rd parties.
* Organise and support regular client meetings to present technical information and provide practical training to practices in order to increase the understanding of the Company’s products.
* Ensure customers are supported during onboarding and adequately trained in the subsequent use of the services. Provide 1st line support and direct to self-service portal.
* Based on strong technical market-oriented knowledge, implement training and practice support for the company’s solutions, services and products to ensure customer and company needs are met.
* Participate in congresses/seminars/key account congresses and clinical meetings, as well as appropriate industry association/projects, in order to identify new business opportunities and further develop the territory.

The successful candidate will have:

* A veterinary degree.
* Relevant knowledge or background of the farming and animal health industry.
* Commercial knowledge of financial targets in terms of costs, profits, market and added values.
* A strong customer focus with the ability to build solid working relationships.
* Strong influencing skills.

To apply for this role please send your CV and covering letter specifying your availability for interview at our head office in Towcester (Northants) and your package expectations to UK\_humanresources@vetoquinol.com