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**Strategic Business Manager Ireland**

This is an opportunity to join an established animal healthcare company in a permanent role as a Territory Manager. Vetoquinol is the 8th largest animal pharmaceutical company in the world and has a wide product portfolio with many well-known brands. Vetoquinol is also a company that is hugely invested in research and development, to find new and innovative products to bring to market, putting animal well being at the centre of our work. We also heavily invest in our people, to support, encourage and develop our team members throughout their career with us which is just one of the many reasons we achieved a Great Place to Work award!

**What’s the role?**

Reporting to the National Sales Manager, the role of Strategic Business Manager Ireland is to manage our strategic accounts through the creation and roll out of strategic business plans whilst delivering on sales objectives and commercial strategy, maximising on opportunities for growth. Strong relationships will be built with the Regional Sales Managers, Key Account Managers, Business Solutions, Telesales and Supply Chain alongside large veterinary accounts.

**The main responsibilities:**

* Responsible for strategic management of identified Major Accounts and strategic accounts
* Key focus on launch brands
* Develop and roll out successful segmentation and targeting policy in Ireland
* Accountable for ensuring that a long-term business plan is created and activated to ensure the company goals are achieved
* To ensure key and major account needs are met through specific activities and campaigns as well as driving meaningful practice level partnerships and ensuring Key Account plans are in place
* Management and utilisation of wholesalers and associated 3rd Party resources (e.g. additional outsourced sales opportunities)

**Experience required for the role:**

**Required:** Previous sales experience, experience in creating a strategic vision and long term business plans, knowledge of both large animal and companion animal markets, UK Driving licence

**What will you get in return?**

* A fun and welcoming team environment
* A competitive salary
* Performance related bonus

**A wide range of benefits to include but not limited to:**

* Fully expensed company car or car allowance
* 25 days holiday increasing with length of service
* Private Medical insurance and cashback
* Personal product allowance
* Profit related bonus
* Enhanced Paid leave
* Private pension

**How do you apply?**

Ready to make a meaningful impact on the well-being of animals while advancing your sales career? Join the Vetoquinol family and help us continue our legacy of innovation and excellence!

Please submit your CV and Covering letter (specifying your salary expectation and notice period) to [uk\_humanresources@vetoquinol.com](mailto:uk_humanresources@vetoquinol.com).

**STRICTLY NO AGENCIES**