

Veterinary Sales Manager

Full Time

Mt. Laurel, NJ or a home-based office

JOB DESCRIPTION

Summary/Objective

The Veterinary Sales Manager will be responsible for the oversight and management of all sales representatives - currently three with plans to add two or three additional. They will be responsible for hiring, developing, training, and holding the team and themselves accountable for achieving set goals.

Essential Duties and Responsibilities include the following. Other duties may be assigned.

- Develop and establish relationships with new and existing veterinary practices via cold calls, emails, phone calls, in-person site visits, trade show participation, etc.
- Identify opportunities to promote and sell Stokes and Epicur Pharma preparations and services
- Educate current customers and prospects about Stokes and Epicur Pharma preparations and services
- Generate interest and get offices signed up to our online prescribing system, iFill
- Track appointments and relevant information in ZOHO or the current company CRM
- Submit monthly mileage and expense reports
- Oversee and hold the entire sales team accountable for achieving set goals
- Ensures the financial targets and sales budgets associated with assigned areas of responsibility are achieved
- Establishes clear responsibilities and processes for monitoring work and measuring results to ensure training, sales and marketing objectives are being implemented consistently across the area
- Can decide and act without all the information and in a constantly changing environment. Can effectively lead the team through the uncertainty of change
- Other duties as assigned

Required Education and Experience

- Bachelor's Degree preferred
- Veterinary/Animal Health experience required
- Management experience required
- Outstanding social skills
- Excellent verbal and written communication skills
- Excellent listener with strong telephone and in person presentation skills
- High energy, self-motivated individual who is passionate about Stokes and our clients/prospects
- Ability to multi-task; must possess strong time management skills

- Conduct phone calls and attend to company e-mail remotely
- Strong computer and internet usage skills
 - Experience using a CRM database (familiarity with Zoho is a plus)
 - Good understanding of internet technologies, web browsers, connectivity, terminology, and basic website trouble-shooting
 - Proficient in Microsoft Office products

Eligibility Qualifications

- Valid driver's license and reliable automobile
- Must have a flexible schedule and be able to adapt to an on-the-go schedule, based on business demands

Competencies

- Business Acumen
- Collaboration Skills
- Communication Proficiency
- Customer/Client Focus
- Decision Making
- Results Driven
- Technical Capacity

Supervisory Responsibility

This position supervises all sales staff.

Work Environment

This job operates from our Mount Laurel, NJ location or a home-based office with regular travel throughout assigned region. This position requires the use of standard office equipment, and frequent driving, standing and walking.

Reasoning Ability

Must have the ability to solve practical problems and deal with a variety of concrete variables in situations where substantial standardization exists. Must be able to interpret instructions furnished in written, oral, and diagram or schedule form.

Physical Demands

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job.

- Able to sit and/or stand 8-10 hours or more per day as needed
- Able to drive on a daily basis

- May sit, stand, stoop, bend and walk intermittently during the day; may be necessary to work extended hours as needed
- Finger dexterity to operate office equipment required
- Ability to lift up to fifty (50) pounds on occasion

Position Type and Expected Hours of Work

This is a full-time position. Because of the nature of the business, work schedules may vary at times.

Travel

Ability to travel daily throughout assigned region, including frequent overnight and occasional weekend travel is required.

Disclaimer

The above job description is intended to describe the general nature and level of work being performed by employees assigned to this job. It is not designed to capture or illustrate a comprehensive list of all responsibilities, duties, and skills required of employees assigned to this job.

AAP/EEO Statement

Stokes Healthcare is an Equal Employment Opportunity and Affirmative Action Employer.