

Veterinary Specialty Representative – Upper Midwest Region

SALES/MARKETING
Full Time

JOB DESCRIPTION

Location

This position covers multiple states in the upper Midwest region. Ideally, the Veterinary Specialty Representative will be based in the Indianapolis, Chicago, Milwaukee, Detroit or Columbus areas.

Summary/Objective

The primary responsibility of the Veterinary Specialty Representative is to generate new business, continue to service and develop relationships and grow our business with existing customers, while providing the highest level of service and support. The position will encompass a multi-state territory in the upper Midwest region focusing sales coverage on Veterinary Specialty Practices, Universities, and select Corporate Accounts.

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

- Attainment of sales targets/strategies and market penetration in line with company goals.
- Develop and establish relationships with key members of the hospital's healthcare team including Doctors, Practice Managers, technicians, and purchasers for both new and existing veterinary practices.
- Identify opportunities within your assigned territory to promote and sell Stokes and Epicur Pharma preparations and services, utilizing sales reports, market knowledge, leads from inside sales, creating a pipeline of new business.
- Acquire new customers through developing proposals by identifying and prioritizing customer needs.
- Develop & execute business plans for Corporate Accounts.
- Attend and participate in National, Regional conferences/trade shows, local VMA, and customer sponsored events.
- Educate current customers and prospects about Stokes and Epicur Pharma preparations and services, through in-person site visits, lunch & learns, web meetings, cold calls and phone calls.
- Track and document appointments and relevant information in company CRM. (ZOHO)
- Generate interest and get offices signed up to our online prescribing system, iFill
- Manage your Travel & Entertainment budget and submit monthly mileage and expense reports.

Required Education and Experience

- Bachelor's Degree preferred
- Minimum 2 – 5 years veterinary sales
- 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 has no supervisory responsibilities.

Work Environment

This job operates from 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. Overnight travel is required as needed to cover territory, attend Trade Conventions, company meetings, etc.

Language Skills

Must be able to read, write, speak and understand English fluently and have the ability to read and interpret documents such as operating and maintenance instructions and procedure manuals.

Mathematical Skills

Uses addition, subtraction, multiplication and the division of numbers including decimals and fractions when checking of reports, forms, records and comparable data where interpretation is required involving basic skills knowledge.

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

Approximately 50%; 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.