

In Norbrook we pride ourselves in being one of the top veterinary pharmaceutical companies globally. We develop & manufacture veterinary medicines, supplying products to 120 countries globally. With a strong portfolio of existing products and significant investment in R&D to launch new products annually, we have opportunities for individuals to join us and develop their career in a global company.

Our business strategy is supported by our Values – Customer Value, One Team, Results Driven, Excellence, Innovation, and Quality – and we support our employees to live the behaviours that creates our culture. Our on-going success is based on the expertise, knowledge and innovation of our employees. If you are interested in joining our team here at Norbrook and supporting our vision, then apply for this role.

Job Overview

An exciting opportunity has become available for a self-motivated and highly focused Account Manager to manage an established territory. You will become part of a highly successful regional sales team undertaking the following activities:

- Visiting both companion, equine and farm animal veterinary practices to maximise sales of Norbrook's portfolio and to develop strong working relationships with new and existing customers
- Educating and facilitating training of vet clinic staff on products and marketing initiatives
- Working as part of a multi-disciplinary team, helping to shape and support its growth
- Representing Norbrook at vet conferences/events

Main Activities/Tasks

- Achieve the annual sales targets for the designated Norbrook sales territory
- Build long term effective business relationships with selected key customer accounts such that Norbrook is a preferred partner
- Develop, implement and measure account plans on the territory to achieve planned business objectives including sales and market share growth
- Implement the seasonal marketing promotional campaigns as directed
- Work closely with sales, marketing, finance and technical services to support customer business growth
- Adhere to CRM business rules and achieve the customer contact metrics

Essential Criteria

- At least one of: Science background, BSc in a science discipline, recognised nursing qualification, A-level science, business or marketing qualification
- Customer focused with at least 3 years experience in the sales / vet industry with strong commercial acumen
- Demonstrated ability to relay technical knowledge at all levels
- Excellent communication and time management skills
- Computer literate
- Demonstrated success in persuasion, influence and negotiating skill base
- Capacity and flexibility to commute to and throughout the area

Duration: Full time, Permanent

Location: London, Berkshire, Hertfordshire, South Buckinghamshire, South Bedfordshire, Essex and Cambridgeshire.

Remuneration: Salary Attractive

Benefits: Free Life Assurance, Company Pension Scheme, 25 days annual leave, Wedding Leave, Employee well-being initiatives, Healthcare plan, Company Sick Pay, Employee Assistance Programme, Employee Perks scheme, Annual Employee raffle, employee recognition scheme, career development opportunities and much more...

Contact: The Human Resources Department