

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.

Account Manager

Job Overview

To achieve the targeted sales objectives for a designated territory within Norbrook GB to include veterinary practices and branches. Maximise growth for Norbrook products by building long term business partnerships with key accounts within the territory as directed.

Main Tasks/Activities:

- 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:

Applicants must therefore demonstrate the following essential criteria on their application form in order to be considered:

- Degree Educated in a Science Discipline or a recognised nursing qualification, A-level science, business or marketing qualification
- Relevant experience within the Pharmaceutical Industry (animal and/or human)
- Previous sales experience
- Up to date animal health knowledge
- Ability to create winning partnerships internally and externally
- Excellent account planning and negotiation skills
- Ability to develop and implement innovative solutions
- Excellent leadership, coaching and empowerment skills
- Strong communication skills
- A valid driving licence
- Flexible with the ability to travel and overnight stays as required

Duration: Full Time Permanent

Location: North East England

Additional Information:

- Applicants should be able to provide proof that they have a right to work in the UK at the time of their application. Applicants who are unable to provide this proof will not be considered.
- We regret that applications received after the closing date and time will not be accepted.

Benefits:

- Free Life Assurance
- Company Pension Scheme – salary sacrifice scheme
- Healthcare cash plan
- Generous annual leave
- Wedding Leave
- Company Sick Pay
- Company Maternity / Paternity / Adoption Pay
- Paid bereavement leave
- Cycle to Work Scheme
- Tech Purchase Scheme
- Shopping perks
- Employee Savings scheme
- Employee well-being initiatives
- Employee Assistance Programme
- Employee Recognition scheme
- Career development opportunities

Contact: recruitment@norbrook.co.uk

