

Veterinary Sales Territory Manager- Ireland EAST

Interchem (Ireland) Ltd. a leading and rapidly expanding animal health company based in Dublin that offers its employees excellent working conditions, continuous development opportunities and a supportive culture, requires a veterinary sales territory manager to join its team.

Due to continuous expansion, we are looking for a Territory Sales Manager for the EAST Region of Ireland covering all sales activities with a dynamic portfolio of products. The successful candidate will be responsible for generating and developing sales, building and maintaining client relationships, discovering new opportunities, and offering clients a high level of support and service. This requires a strong flexible and driven candidate with good sales ability.

The responsibilities of the territory manager include:

- Develop and achieve sales in a target and supportive environment
- Manage existing clients and introduce new products and services
- Explore opportunities to grow existing business
- Work closely with the sales team to build relationships with key accounts and potential customers
- Manage a strong portfolio of products and be able to differentiate unique benefits
- Be technically competent in answering queries and give sound educational advice
- Analyse/plan and review territory performance using modern analytics.

Requirements:

- A degree in Agriculture, Veterinary science, or related discipline
- Minimum 2 years of territory sales experience, preferably within the animal health or agribusiness industry
- Good interpersonal skills and a positive can-do attitude
- Good computer and analytical skills
- A good understanding of sales processes and the ability to manage large key accounts

We offer a competitive salary, company vehicle, bonus structure and training plus associated equipment which is commensurate with the importance of this role.