

Vet Sales Representative - East Japan (Miyagi & Yamagata area)

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Company: Hill's Pet Nutrition

Location: Shizuoka

Category: other-general

Relocation Assistance Offered Within Country

159740 - Sendai, Miyagi-Ken, Japan

Job Summary

Achieve the KPIs set by VET-CDT for the assigned territory in sales of Hill's Therapeutics products and BRMO improvement activities.

Collaborate with the PVA to educate veterinarians and veterinary nurses in the assigned territory about the nutritional superiority of Hills products.

Build and maintain relationships of trust with each clinic, especially with top clinics, as a business partner through consulting sales.

Understand the company's overall business strategy, follow instructions from the VET-CDT Leadership team, execute priorities in accordance with the necessary sales plans and programs in the assigned territory, and respond to any issues that arise within the assigned territory. immediately report to the district manager and carry out recovery.

Principal Duties and Responsibilities:

(50%)

Visit all accounts within the set territory

Develop effective territory routing to ensure all clinics are visited at the required

frequency

Develop clear objectives for each account utilising the national activity grid, account analytics and observations.

Develop plan to meet territory targets in distribution and sales

Work with VHCT in order to establish and implement nutritional protocols

Keep accurate records of plans, objectives and outcomes utilising C4C

Manage spend within given GtN

(20%)

Conduct effective in-clinic seminars, using material developed in conjunction with PCV

Attend product training and understand the full Hill's product offering (across all brands)

Understand competitor products in order to be able to highlight points of difference if required

(10%)

Work with veterinarians to establish and implement appropriate nutritional protocols for both disease and wellness conditions

(20%)

Work closely with the wholesaler's branch office to increase distribution and recommendation through product training, clinic targeting and developing joint activities to better understand and meet the requirements of clinics within the territory

Education/ Experience:

Minimum education and experience requirements:

University graduate or more.

3+ years sales experience

Valid driver's license required

Preferred education and experience requirements:

Sales experience for small clinics

Expected Areas of Knowledge, Skills and Abilities:

Able to work independently in a task-oriented environment as well as able to work effectively within a team.

Strong communication skill both verbal and written

Strong presentation skills

Ability to make sound decisions under uncertain or complexity conditions.

Ability to develop a deep technical understanding of Hill's products in order to engage with veterinarians

Ability to manage a demanding schedule and irregular hours.

Proficient computer skills in Microsoft Office (esp. Excel)/Google tools and ability to learn company specific tools & programs

Leadership Competencies:

Customer/Consumer focused

Teamwork and Collaboration

Effective Execution

Functional Competencies:

Selling negotiation

Customer/Service Provider Engagement

Understanding our Environment

Working Relationships (Key partnerships and reporting relationships):

Does this position supervise: No

District Manager

Sales Coordinator

PVA Team

Travel Requirements:

Expected percentage of travel: Up to 40%

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