

JOB OPPORTUNITY – KEY ACCOUNT MANAGER (ANIMAL HEALTH)

As a Key Account Manager for MSD Animal Health's Cattle Feedlot business across South Eastern Australia, your client portfolio will span across New South Wales, Victoria, Tasmania, and South Australia. As a Key Account Manager, you will spend considerable amount of time in the field visiting a variety of feedlot personnel to establish and maintain commercial relationships to drive acceptance of our offering to the sector in order to achieve budgeted sales results. You will also be responsible for identifying, developing and securing new business to increase market share and drive growth.

ABOUT YOU

To be successful as a Key Account Manager you will:

- Demonstrate considerable experience in sales and / or Key Account Management within the agricultural sector.
- Have a sound understanding of the beef/cattle industry, knowledge of Australian feedlot experience is highly regarded.
- Have excellent business management skills including; strategic analysis, territory planning and relationship management.
- Ideally be situated in Northern Victoria or Southern New South Wales within close proximity to an airport and be comfortable with the high frequency travel required.

Our Animal Health division is a trusted global leader in veterinary medicine, dedicated to the health and well-being of animals.

We are a global team of professionals working together to make a positive difference in animal care and the world's food supply and have a deep sense of responsibility towards our customers, consumers, animals, society and our planet. We offer one of our industry's most innovative portfolio of products, services and technologies that serve to prevent, treat, and control diseases across all major farm.

WHO WE ARE

Merck & Co., Inc., Kenilworth, New Jersey, USA is known as "Merck" in the United States, Canada & Puerto Rico. We are known as "MSD" in Europe, Middle East, Africa, Latin America & Asia Pacific. We are a global biopharmaceutical leader with a diverse portfolio of prescription medicines, oncology, vaccines and animal health products.

We are driven by our purpose to develop and deliver innovative products that save and improve lives. With 69,000 employees operating in more than 140 countries, we offer state of the art laboratories, plants and offices that are designed to inspire our employees as we learn, develop and grow in our careers. We are proud of our 125 years of service to humanity and continue to be one of the world's biggest investors in Research & Development.

To be considered for this position, please visit our careers site at www.msd.com/careers and search for R25586.



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Animal Health