

Veterinary Technical Services Manager

The Company

Our client produces and markets some of the most well-known and respected animal health brands in their market segments which are predominantly in the poultry and ruminant sectors. With a 50-year history the company has demonstrated a commitment to science-based solutions and the propensity to make strategic acquisitions to expand its product line. The Australian and New Zealand business has continued to expand and now has a significant market presence, and it is now time to appoint an Australia based Veterinary Technical Services Manager to provide technical and sales support to the business.

Role

The primary functions of this role are to provide to provide technical advice to customers, support and provide necessary training for the sales team, and to oversee the regulatory and quality control aspects of all products. This person would have good knowledge of pharmacology and animal health and actively engage in scientific exchange with external experts and industry leaders ensuring the scientific value of the animal health portfolio is understood. The role has a support team of regulatory and quality consultants.

Key responsibilities

- Provide training to customers on company product, as well as formal training programs for the sales and customer service teams
- Manage the regulatory affairs and quality control team to ensure that all products are registered and meet specifications
- Provide sound technical and practical input to the development, implementation and support of sales and marketing plans
- Accompany the sales team on visits to customers as needed
- Undertake any necessary Research & Development and product demonstration trials
- Keep informed of technical developments in veterinary medicine animal products and of competitor products
- Develop and maintain relationships with key influencers such as consultants, veterinarians and nutritionists within the livestock and poultry industries

Requirements

- An Australian recognised veterinary degree and registered to practice as a veterinarian in all Australian states
- Dairy, Beef and/or Poultry or other livestock industry experience is preferred but is not essential
- Experience in a similar role in Animal Health industry is preferred

- Experience as a livestock or poultry Veterinarian with commercial acumen will be preferred
- Well-developed skills in establishing, influencing and maintaining business relationships
- Excellent written and oral communication skills including confidence to deliver presentations and training
- Strong ability in numerical analysis, technical and verbal data, with a sound and logical approach to problem-solving
- Highly motivated with excellent communication skills, strong commitment to work related responsibilities and ability to work both independently and in a team environment
- Must be an Australian citizen or permanent resident

Remuneration and Location

There is a highly attractive remuneration package on offer for this role, including base salary, superannuation, car, phone, computer, medical insurance and an excellent bonus scheme. If you are looking for an outstanding remuneration package, this is it. The role is located at the Head Office in the North-West of Sydney, New South Wales.

To Apply

Please apply online on our website at www.agri.com.au or on Seek. Please note the requirements for the role, including the ability to be registered to practice as a veterinarian in Australia, and applicants must be Australian citizens or Permanent Residents. Please contact me for a confidential discussion if required, Dr. Ray Johnson, Senior Agribusiness Consultant and Managing Director, Agricultural Appointments, on ray@agri.com.au or mobile 0419012841.