

## **CAREER OPPORTUNITY**

### **Key Account Manager – Large Pastoral**

Due to an internal promotion, we now have an opening for a Livestock Key Account Manager focused on large pastoral companies.

This is an exciting opportunity reporting to the Business Unit Director for Livestock. The successful candidate will possess an adept understanding of large pastoral companies with a proven track record of strategic planning and delivering profitable growth through partnering with Key Accounts. You will be passionate about livestock pastoral systems and driven by working in a fast-paced environment, with market leading products coordinating a high performing team.

#### **This role will require:**

- Understanding of industry trends and issues. Identify commercial opportunities when they arise through operational contact with the customer
- Experience with developing and adapting strategic account plans based on in-depth understanding of customers' needs
- The ability to maintain a high level of expertise with the evolving portfolio of products, services, pricing and competition
- Work in close collaboration with the Livestock Leadership Team and resources to deliver on strategic plans to the customer
- The ability to work in a matrix organisation and coordinate resources
- Delivery of sales results across Pharmaceutical, OTC and Genetics
- Analytical thinking, to be able to make robust decisions using sound interpretation of data and information

#### **The Successful Applicant**

- Has minimum 5 years' experience in a sales or KAM role preferably within the Animal Health or Pharmaceutical industries
- Will be customer centric with a strong service orientation and strive to seek mutually beneficial outcomes
- Will have access to an airport and be prepared to meet with customers in Brisbane, South East Qld and Northern Australia
- Demonstrates strong communication skills and builds successful and effective relationships
- Will have relevant tertiary qualifications - science, animal health and business would be advantageous
- Has advanced skills in sales and negotiation

***Only applicants with existing unlimited work rights for Australia will be considered for this role.***

#### **NO AGENCIES**

Please provide a copy of your resume by 12th April  
2025 [recruitmentaustralia@zoetis.com](mailto:recruitmentaustralia@zoetis.com) quoting reference KAM Livestock

## **About Zoetis**

As the world's leading animal health company, Zoetis is driven by a singular purpose: to nurture our world and humankind by advancing care for animals. After innovating ways to predict, prevent, detect, and treat animal illness for more than 70 years, Zoetis continues to stand by those raising and caring for animals worldwide – from veterinarians and pet owners to livestock farmers and ranchers. The company's leading portfolio and pipeline of medicines, vaccines, diagnostics and technologies make a difference in over 100 countries. A Fortune 500 company, Zoetis generated revenue of \$8.5 billion in 2023 with approximately 14,100 employees. For more information, visit [www.zoetis.com](http://www.zoetis.com).