



## **Vet & Intensive Business Manager – Victoria**

### **Abbey Animal Health Pty Ltd**

**Location:** Melbourne VIC or Regional Victoria (Remote)

**Employment Type:** Full Time

Abbey Animal Health is a **100% Australian-owned and managed Animal Health company**, delivering high-quality, locally developed solutions to the veterinary and intensive animal production sectors.

We are a **rapidly growing organisation** where people are central to our success. Our culture is progressive, flexible, and performance-driven — offering autonomy, trust, and the opportunity to make a real commercial impact.

An opportunity now exists for an **experienced Vet & Intensive Business Manager** to take ownership of Victoria and drive sustainable growth across the veterinary channel.

### **About the Role**

As **Vet & Intensive Business Manager – Victoria**, you will take ownership of your territory and drive sustainable sales growth through strategic account management and new business development.

You will work closely with **Integrators, Consultant Veterinarians, Veterinary Wholesalers and Distributors, Feed Mills, Equine and Dairy Veterinarians, and Large Mixed Animal Practices**, building strong partnerships and delivering against agreed sales objectives and territory plans.

This is a **senior, autonomous role** suited to a commercially minded professional who thrives on relationship-based selling and long-term partnerships.

*The role can be based in Melbourne or regional Victoria. Overnight travel is required.*

### **Why This Role Is Different**

- **Genuine autonomy** – manage your territory with real decision-making authority to shape bespoke offers to your customers
- **Relationship-led sales** – build long-term partnerships, not transactional selling

- **Senior-level exposure** – direct access to integrators, consultant vets, and key influencers
- **Growing Australian business** – strong momentum, innovation, and opportunity
- **Ability to shape the territory** – your experience will directly influence strategy and outcomes

### **Key Responsibilities**

- Drive sales growth through new and existing customer relationships
- Build strong partnerships with integrators, consultant vets, wholesalers, feed mills, and veterinary practices
- Identify and develop new business opportunities within the territory
- Achieve agreed sales targets, KPIs, and territory business plans
- Maintain accurate CRM records, reporting, and sales forecasts
- Monitor market trends and competitor activity to inform sales strategy
- Ensure high levels of customer satisfaction through proactive service and support
- Collaborate with sales and customer service teams to deliver exceptional outcomes
- Prepare and present sales reports, performance updates, and market insights
- Participate in sales meetings and manage the Victorian Vet sales budget

### **About You**

You are an experienced sales professional with a strong background in **animal health or veterinary-related industries**, confident working independently while contributing to a collaborative sales team.

### **You will bring:**

- Tertiary qualifications in Agriculture, Animal Science, Veterinary Science, Veterinary Nursing, or a related discipline
- Minimum **5 years' experience** in a similar sales or account management role
- Proven ability to build influence and trust with veterinary and industry stakeholders
- Strong negotiation, communication, and relationship-building skills

- Excellent planning, organisation, and CRM discipline
- A results-driven mindset with the ability to adapt to market conditions

### **Why Join Abbey Animal Health?**

- Australian-owned, growing organisation with a strong industry reputation
- Autonomous role with flexibility and trust
- Supportive leadership and collaborative culture
- Opportunity to make a genuine impact and grow your career

### **How to Apply**

If you are ready to take ownership of a high-impact territory and join a business with momentum, we'd love to hear from you.

[www.abbeylabs.com.au](http://www.abbeylabs.com.au)