

Job title	Veterinary Sales Executive	Reporting to	Director of Sales, North America
Location	CASCO Pet (CASCO America LLC) Chino, California <i>(Open to Remote Work Option)</i>	Position type	Full-time

The Company

Established in 1997, CASCO Pet is a fast-growing, global manufacturer specializing in pet and aquatic shop fitting and revolutionary veterinary clinical housing with manufacturing and sales operations around the world. We are proud of the reputation we have earned through our innovative and flexible designs in the pet and veterinary industry. Our sales ambition is matched by the highest commitment to customer service.

As a B2B full line manufacturer of specialized fixtures and fittings for the veterinary and pet retail industries, we provide vet clinics, hospitals, kennels and stores with dynamic 'retail theatre' through the provision of our ground-breaking veterinary clinical housing range and beautiful, innovative habitats for live animals and fish.

Trusted by loyal clients across the globe, our products and services are tailor-made for any business's animal habitat requirement. We have truly earned the reputation as leaders in the global pet retail and veterinary markets. Our Head Office is based in the UK with offices across Europe, the USA and Australia. Our global reach coupled with local teams, gives us unrivalled veterinary and pet retail experience and knowledge, which allows us to fuse the latest, greatest, and most exciting technologies into, balanced and cutting-edge habitats for a whole range of animals.

Job Description

The role of Veterinary Sales Executive is for someone who is a highly ambitious, creative and proactive self-starter. They will need to organize and establish priorities to maximize sales into corporate and independent veterinary practices throughout their territory. The role requires high attention to detail and the aptitude to build excellent relationships with clients and influencers, demonstrating expert communication and project management skills.

Reasons to Join CASCO Pet

This is a fantastic opportunity to be a part of something special. CASCO continues to grow our global sales team and provides an opportunity for you to grow professionally. We are going through some exciting times; great opportunities are on the horizon and the company is growing at a fast pace. We are looking for talented individuals with a passion for success and who want to succeed in their career. We have an incredible culture and, based on your experience and skills, offer competitive compensation packages that include a performance-based bonus.

Key accountabilities - main areas of responsibility

Sales

- Deliver agreed annual sales revenue and margin targets developing defined strategies by account and markets to achieve them.
- Build the business portfolio by actively seeking out new business to expand pipeline opportunities through dynamic and proactive prospecting activity from direct contact, networking, and social media.
- Initiate meetings with potential clients to engage and develop excellent working relationships
- Establish a thorough understanding of the needs of our customers, recommending solutions and profit and service improvements to lead to sales.

**Approx. %
Time
Required**

70%

<ul style="list-style-type: none"> • Ensure a smooth sales process through pricing negotiation, agree terms and close sales. • Raise awareness amongst customer base of new product developments and promotions and upsell at every opportunity. • Work closely with the marketing and sales team to identify opportunities for campaigns, services and distribution channels that will increase sales opportunities. • Manage customer enquiries and pipeline opportunities in a timely and effective manner, using Salesforce CRM software and field-based resources. • Compile and present competitor business and product assessments to generate ideas for existing and future product development. • Maintain professional and technical knowledge through review of professional publications, establishing networks and drawing on in-house product and industry expertise. • Support in the planning and attendance at trade events. 	
<p>Sales Project Administration</p> <ul style="list-style-type: none"> • Finalize each project specification and documentation within company guidelines to ensure manufacture and delivery within specified timeframe using internal resources and software to follow the sales order process. • Work with drawing department to ensure all information is correct for layout drawings presented to customers (front elevation, 2D/3D drawings). • Prepare detailed quotations using Salesforce CRM and Sage X3 ERP system to meet customer needs with timely follow-up to move toward closing the sale. 	20%
<p>Sales Reporting through CRM</p> <ul style="list-style-type: none"> • Continuously review own sales performance with focus on meeting and exceeding targets. • Attend sales meetings and use opportunity to share best practice and success with colleagues. • Prepare annual sales budgets and weekly forecasts to monitor progress. • Produce weekly sales report for your markets and transfer to the Sales Administrator for distribution to the management team. 	10%

Contacts - External	Contacts - Internal
<ul style="list-style-type: none"> • Customers • Suppliers • Marketing / Designers • Trade Show & Conferences 	<ul style="list-style-type: none"> • USA Finance • Global Sales and Marketing • USA Management Team • Overseas offices

Role Related Expertise required
Qualifications/Experience
<ul style="list-style-type: none"> • College degree and at least two years' veterinary sales, marketing or business development experience. A valid driver's license and ability to travel.
Skills
<p>Required:</p> <ul style="list-style-type: none"> • A thorough understanding of the commercial sales process • Experience working on the veterinary field • Excellent understanding and experience of Microsoft Suite • Experience regularly utilizing a CRM system • Ability to travel approximately 10-30% of the time visiting customers/prospects, trade events, etc. • Strong administration skills • A positive and determined attitude • High level of confidentiality • Strong communication skills, both verbal and written • Positive approach and a strong communicator • Exceptional time management skills • Ability to be a self-starter with drive, initiative, and creativity • Curious in nature and always looking to question, learn and look for better ways to do things • Ability to handle customers' issues in a polite and courteous manner • Ability to work under pressure with strict timelines <p>Preferred:</p> <ul style="list-style-type: none"> • Excellent understanding and experience with Salesforce Sales Cloud CRM system • Veterinary sales experience
Benefits / Incentives
<ul style="list-style-type: none"> • Competitive salary • Health and dental insurance • PTO • Sick days • Six paid holidays • Your birthday off paid, after one year of service • Company bonus subject to the business achieving annual target