

Job title	Veterinary Sales Manager - UK	Reporting to	Sales Director
Location	Hybrid working - CASCO Pet HQ, (Horsham, West Sussex) / Home Travel required to visit customers	Position type	Permanent / Full-time 9am - 5.30pm
Direct Reports	N/A		
The Company			
<p>CASCO Pet is a global business specialising in pet and aquatic shop fitting and revolutionary veterinary clinical housing with manufacturing and sales operations around the world. Our new veterinary range has taken the market by storm as we shift clients away from the old fashioned stainless steel cages, to a Wellness Kennel, that every pet parent is happy for their beloved family member to stay in.</p> <p>In a very short period of time we've recruited an impressive portfolio of Veterinary clients across the globe, including, Vets4pets, Medivet, Banfield. Modern Animal, Bond Vet, Fenn Vet, Urgent Vet, to name a few.</p> <p>Trusted by loyal clients across the globe, our products and services are tailor-made for any business' animal habitat requirements, and we have truly earned the reputation of leading Global Pet Retail Experts. Established in 1997, 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 pet retail experience and knowledge, which allows us to fuse the latest, greatest, and most exciting display technologies into, balanced and cutting-edge habitats for a whole range of animals.</p>			
Job Description			
<p>The role of Veterinary Sales Manager - UK requires a highly ambitious, forward-thinking, proactive self-starter to develop and grow sales of our Veterinary Clinical Housing to corporate veterinary practices. The role requires high attention to detail and the aptitude to build excellent relationships with clients, demonstrating expert communication and project management skills. This will be an extremely busy role in our dynamic and fast paced global operation.</p>			
Key accountabilities - main areas of responsibility			
<p><u>Sales</u></p> <ul style="list-style-type: none">• Deliver agreed annual sales revenue and margin targets and develop defined strategies by account/market in order to achieve them• Build the business portfolio by actively seeking out new business to expand pipeline opportunities through proactive prospecting activity from direct contact, networking and social media• Establish meetings with potential clients to engage and develop excellent working relationships and a thorough understanding of the needs of our business customers, recommending solutions and profit and service improvements to lead to sales• 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 new business in a timely and effective manner, using SalesCloud CRM software and field-based resources• Compile and present company and competitor product assessments to feedback ideas for existing and future product development.			100%

<ul style="list-style-type: none"> • Maintain professional and technical knowledge through review of professional publications, establishing networks and drawing on inhouse product and industry expertise. • Finalise each project specification and documentation within company guidelines to ensure production can manufacture and the product can be delivered to the customer on time • 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 <p><u>Sales Reporting</u></p> <ul style="list-style-type: none"> • Continuously review own sales performance with focus on meeting and exceeding targets • Attend sales meeting 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 for distribution to the management team <p><u>Marketing</u></p> <ul style="list-style-type: none"> • Provide comprehensive feedback and input in relation to all sales and marketing activity to management and related persons <p><u>Other</u></p> <ul style="list-style-type: none"> • Assist in the organisation and attendance at trade exhibitions where necessary 	
Contacts - External	Contacts - Internal
<ul style="list-style-type: none"> • Customers • Suppliers • Trade Show & Conferences 	<ul style="list-style-type: none"> • Senior Management team • Sales & Marketing • Finance • CASCO Pet Entities in Portugal, USA, Germany, Australia
Role Related Expertise required	
Qualifications/Experience	
<ul style="list-style-type: none"> • Educated to degree level or have related work experience in the veterinary sector, ideally from within practice. 	
Required Skills	
<ul style="list-style-type: none"> • A thorough understanding of the commercial sales process • A positive and determined attitude • Excellent interpersonal and communication skills, both verbal and written • Ability to work in an organised manner, often under pressure • Excellent time management, anticipation and prioritisation skills • Tact, diplomacy and confidentiality are essential • 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 deal with customers issues in a polite and courteous manner • Ability to work under pressure to strict timelines 	
Incentive Scheme	

- 25 days holiday per annum plus bank holidays Plus an additional day's leave for each completed year of service
- Private Health Care and Wellness Scheme for family
- Company pension contribution of 6% of your gross salary
- Car allowance
- Wellbeing Health benefit scheme
- Company bonus subject to the business achieving annual target
- On-site parking
- Bring your pet to work scheme