

## **Veterinary Advisor– Field Based (UK) – 12 month fixed term contract**

Due to continued growth we are looking for another member for our high-performing veterinary team. This is a technical role within a commercial environment and will require you to use your veterinary knowledge, commercial know how and outstanding communication skills to support our sales force and customers.

It is important that you have an interest in the commercial side of the veterinary industry as well as excellent technical knowledge. It is expected that you will develop a deep understanding of the science behind our products, the structure of the veterinary industry as well as competitors and their products. This role is predominantly supporting our small animal product portfolio, in particular canine behaviour.

Full training and support will be provided, along with many opportunities for career development and learning. Our team are friendly and supportive, so we are looking for a team player who can really contribute to the business (and have some fun while doing so!).

This is a varied role, so flexibility and the ability to manage your own time is essential.

This is a fantastic opportunity to work for an Irish company that is innovative, progressive and fast-growing, with some extremely exciting product launches coming up in 2022.

### **Role responsibilities:**

#### **a) Customer support:**

- Deliver presentations, and facilitate meetings, on our products and key disease areas with veterinary audiences (commonly lunch or evening meetings), including student groups at universities and conferences. This will be mainly in-person, although occasionally video calls will be used.
- Participation on stand at key veterinary shows and congresses.
- Provide effective and timely advice and support to veterinary practices on technical matters and products over the phone as required.

#### **b) Sales force support:**

- Provide centralised group or individual training sessions to sales force, including new starters.
- Providing technical advice and support to our sales force on our products/related areas over the phone/video call/in person.

#### **c) Additional responsibilities:**

- Being a technical expert on the Forte small animal product portfolio and related disease areas, including industry competitors and their products.
- Develop strategic relationships with and support key veterinary surgeons (KOLs) in line with business KOL strategy.
- Occasionally assist Key Accounts team with technical matters relating to corporate groups.

### **Required qualifications and experience:**

- Veterinary Surgeon registered, or eligible to be registered, with the RCVS.
- At least 2 years' clinical experience in small animal veterinary practice, gained in either the UK or Ireland.
- Acute awareness of the commercial environment of veterinary practice in the UK.
- Full UK driving licence



- Must be eligible to work in the UK. \*Please note that all applicants must possess a current and valid visa where appointment is made.

**Desirable qualifications and experience:**

- An interest in canine behaviour is a distinct advantage.
- Technical support or commercial experience in the veterinary pharmaceutical industry is a distinct advantage, but we would also consider someone looking to make their first move from practice to industry.
- Presentation of information in both oral and written form at various levels.

**Key personal skills:**

- Excellent verbal and written communication skills, with the ability to communicate effectively at all levels, both within and outside of the Company.
- Flexible, able to manage and handle constant change.
- IT literate - familiar with the practical application of IT in a commercial environment, including MS Office.
- A keen interest in maximising the use of new technology for communication.
- Excellent customer-facing skills, both verbally and in writing.
- Sound time management skills, with the ability to prioritise and work well under pressure.
- Ability to handle confidential issues, with tact and diplomacy.
- Persuasive and able to successfully influence others.
- Ability to identify and exploit new business opportunities.
- Confident, energetic and resourceful.
- A drive to make the sale.
- A team player who can work cross-functionally to best support our customers and colleagues.

**Working pattern:**

We are open to flexibility in the working pattern and total hours for this role, within the working week of Monday-Friday. Full time hours are 40 hours per week but are very open to candidates who wish to work part-time or in a flexible manner.

This role involves extensive travel across the whole of the UK to support our customers in person, which inevitably includes nights away from home. Occasional weekends at conferences or shows will be required, however time in lieu will be provided. Occasional evening/early morning work to best meet our customer needs will also be expected e.g. for evening CPD meetings or travel, for which time in lieu will be provided.

This role reports to, and is supported by, the Head of Technical Services & Marketing, and also works closely with the National Sales Manager.

**Location:**

Field based. Ideally the successful candidate will live in central/southern UK and be located near a major airport and other transport links.

**Package:**

A salary of £45K per annum (pro-rata). A company car will also be provided.

For more information or to apply please contact Dr Lucy Chadwick, Head of Technical Services & Marketing at [l.chadwick@fortehealthcare.com](mailto:l.chadwick@fortehealthcare.com).

Closing date for applications: 4<sup>th</sup> January 2022.

Forte Healthcare is an equal opportunities employer.