

## **Veterinary Advisor- Full or part time – Permanent Head Office (Ireland)**

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 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 small animal, farm and equine veterinary industry as well as competitors and their products.

Full training and support will be provided, along with many opportunities for career development and learning. We are looking for someone who wants to grow and develop with the business and who sees this as a long-term role. 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 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 2020.

### **Role responsibilities:**

#### **a) Technical Activities:**

- Being a technical expert on the Forte product portfolio and related disease areas (all species – Large Animal, Small Animal & Equine), including industry competitors and their products.
- Develop strategic relationships with and support key veterinary surgeons (KOLs) and key stakeholder groups in line with business strategy.
- Assist Key Accounts team with technical matters relating to corporate groups.

#### **b) Marketing:**

- Produce training materials, presentations, product literature, digital/social media content and articles, and other required marketing materials, gradually progressing to product manager duties.

#### **c) Customer support:**

- Acting as the primary contact providing effective and timely advice and support to veterinary practices, universities, referral centres and members of the public on technical matters and products over the phone/video call as required for all species.
- Deliver presentations to veterinary audiences over video call/in person as required.
- Occasional participation on stand at key veterinary shows and congresses.

#### **d) Sales force support:**

- Create training and reference materials for sales and technical teams as required.
- Providing technical advice and support to our sales force on our products/related areas over the phone/video call/in person for all species enquiries (small animal, large animal and equine).

#### **e) Regulatory Affairs:**

- Primary responsibility for reporting pharmacovigilance cases as required with business SOPs.
- Assist the regulatory affairs team with various veterinary regulatory tasks.

**Required qualifications and experience:**

- Veterinary Surgeon registered, or eligible to be registered, with the VCI.
- At least 2 years' clinical experience in **all** parts of veterinary practice – small animal, large animal and equine, gained in either Ireland or the UK.
- Acute awareness of the commercial environment of veterinary practice in the UK and Ireland.

**Desirable qualifications and experience:**

- Technical support or commercial experience in the veterinary pharmaceutical industry a distinct advantage, but we would also consider someone making their first move from practice to industry.
- Presentation of information in both oral and written form at various levels.
- An understanding of the principles and concepts of marketing, with a further marketing or business qualification a distinct advantage.
- Experience of the regulatory framework surrounding the advertising of medicinal, non-medicinal veterinary products and feedstuffs.

**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.
- Attention to detail.
- Persuasive and able to successfully influence others.
- Ability to identify and exploit new business opportunities.
- Energetic and resourceful.
- A team player who can work cross-functionally to best support our customers and colleagues.

**Working pattern:**

This role could be either full or part time and we are happy to discuss any reasonable working pattern with candidates.

You will report to, and be supported by, the Head of Technical Services & Marketing, and will also work closely with the Head of Regulatory Affairs.

**Location:**

Based at the Forte Healthcare Ltd head office in CityNorth Business Campus, Stamullen, Co. Meath. The office is located right at Junction 7 of the M1 and is easily commutable (against the traffic) from the north side of Dublin city, as well as being very accessible from North County Dublin, Meath and Louth. The successful candidate will live within commutable distance to head office or be willing to relocate.

**Package:**

A competitive package is on offer including a competitive salary (€40-50k pro rata - depending on experience) & other benefits.

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: 28<sup>th</sup> February 2020