



Unique Biotech Limited

Role: Manager- Marketing & Sales - Animal Health Division

Job description

Responsible for the maintenance and expansion of your assigned customer base within an assigned territory for veterinary products of the Animal Health Division. This includes achieving annual sales, revenue, and gross profit goals within a specified territory with the help of field forces.

Responsibilities

- Assist with the development of the annual sales and marketing plan
- Regularly work with Field force and make calls on veterinary offices, labs, and institutions within a defined sales territory to achieve budgeted sales volume and other established goals.
- Maintains and further develops established accounts, and develops new accounts to increase market penetration.
- Actively prospects, pursues, and closes sales in assigned territory.
- Responsible for maintaining and growing the existing customer base
- Responsible for generating leads for exclusive products.
- Prepare presentations and price quotes for customers.
- Must be able to meet forecasted goals.
- Promotes Vet products of Aqua, Poultry, Cattle & Pets
- Participates in and supports meetings and activities as advised by management
- Performs other duties as assigned.
- Team building
- On- the Job training to field force

Requirements

- Candidates must possess a bachelor's degree preferably in Veterinary sciences
- 6-10 years of experience in Animal Health business in Aquaculture, Poultry, Cattle & Pets
- Knowledge of veterinary industry (or experience)

Key Competencies

- Interpersonal and communication skills
- Persuasive ability
- Planning and organizing skills
- Problem-analysis and problem solving skills
- Judgment and decision-making skills
- Negotiation skills
- Presentation skills
- Resilience
- Adaptability
- Integrity

About Us:

Unique Biotech Limited (UBL), situated in Hyderabad, India, is a pioneer in the probiotic industry since 2001.

As one of the largest probiotics manufacturers and probiotic suppliers in Asia, we have expertise and capabilities in providing high-quality probiotic solutions aimed at improving health and wellness through microbiota management. UBL collaborates with business partners, research institutes, and hospitals across the globe, to provide documented, safe, and clinically proven probiotic formulations for various indications.