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| **JOB DESCRIPTION & SPECIFICATIONS** | | | | | | | |
| **Grade** | Undefined | | **Job Title** | | NSM | **Job Objective:** | |
| **Job Reports To** | CEO | | **Cadre** | | Manager | o drive revenue growth and market share in the animal health division by developing and implementing effective sales strategies, building and maintaining strong customer relationships, and leading a high-performing sales team. | |
| **Div./Dept./Section** | Sales Department | | | | |
| **Main Responsibilities:** | | | | | | **Key Performance Indicators / KPIs:** | |
| * Develop and implement comprehensive sales strategies to achieve sales targets and drive revenue growth in the animal health division. * Build and maintain strong, long-term relationships with key customers in the veterinary industry. * Lead, mentor, and manage a team of sales representatives to ensure effective sales execution and high levels of customer satisfaction. * Monitor market trends, competitor activities, and customer needs to identify business opportunities. * Collaborate with cross-functional teams, including marketing and product development, to ensure alignment of business objectives and market strategies. * Track and analyze sales metrics to assess the effectiveness of sales strategies and activities. * Gather customer feedback and use it to improve products, services, and sales processes. * Prepare regular sales reports for senior management, highlighting key achievements and areas for improvement. * Networking and Industry Engagement * Represent the company at industry events, conferences, and trade shows. * Identify and implement new sales technologies and tools to improve efficiency and effectiveness. | | | | | | * Sales Value * Lead Generation * On Time Quotation * Customer Development * Sales contribution from New Customer * Visit Compliance | |
| **Education Required:** | |
| * Degree of DVM or Bachelor in Animal Sciences | |
| **Experience Required:** | |
| * 7-10 years * Industry: Nestle, Mc Master, Um Enterprises, Ghazi Brother, Mahta Brother ,GMS | |
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| **Knowledge and Skill Requirements:** | |
| * Proven track record in sales, preferably in the veterinary industry, with a minimum of 10 years of experience. * Strong leadership and team management skills. * Excellent communication and interpersonal skills to build relationships with clients and stakeholders. * Strategic thinking, with the ability to analyze market trends and develop sales strategies accordingly. * Result-oriented mindset with a customer-centric approach. | |
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| **Details** | | **Employee #** | | **Name** | | **Designation** | **Signature with Date** |
| **Employee Details** | |  | |  | |  |  |
| **Reviewed By** | |  | |  | |  |  |
| **Approved By** | |  | |  | |  |  |
| **Relevant Indus** | |  | |  | |  |  |