Endovac ANIMAL HEALTH

Superior Science. Smart Solutions.

## Key Account Manager: Swine - Midwest/West

An Endovac Animal Health Key Account Manager cultivates networks and relationships within the assigned geography to drive sales growth. This role involves close collaboration with the VP of Sales and other cross-functional teams to ensure strategic alignment and sales efficiency. The position is analytical, results-driven, and requires skilled execution of the sales strategy for Endovac Animal Health's line of commercial veterinary biologics.

**This candidate will be responsible for covering Iowa, Minnesota, Nebraska, South Dakota, and Kansas in the US and Saskatchewan, Alberta, and British Columbia in Canada. This territory can expand as Endovac Animal Health grows! The candidate will need to live in the territory.**

### Our Culture:

Mission Statement- We are a proactive organization providing premium animal health products with the highest integrity for our customers and employees.

Core Values- Superior Science, Proactive, Knowledgeable, and Integrity

Since our founding in 1983, the company has remained privately held. We are committed to creating value for our customers through animal health innovation. Our ability to excel depends on the integrity, knowledge, imagination, skill, diversity, and teamwork of our people.

ENDOVAC ANIMAL HEALTH is an equal opportunity employer.

Our ISO:9001 Certified facility manufactures USDA licensed veterinary biologics

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## Duties and Responsibilities:

- Responsible for all sales of Endovac Porci.
- This is a field-based position responsible for New Key Account Sales and Management.
- Track territory sales activities to ensure alignment with company sales objectives.
- Service our customer base in large animal veterinary, large animal health dealers, direct to Key farm, & corporate livestock production markets across the country.
- On call to answer questions & support the distribution sales network, advise team members & ensure alignment with company sales objectives.
- Tech Calls, Leads, customer feedback, and call reporting weekly.
- Work closely with clients to identify and provide solutions to their needs and resolve challenges.
- The role will represent Endovac Animal Health at key industry events and meetings as assigned.
- This position requires daily driving and regular overnight travel depending on location.

## Education and Experience:

- Bachelor's degree in agriculture or sciences and Ag. Sales experience.
- 1 year of experience working in animal health or prior agricultural sales.
- Agriculture and Livestock background required.
- Swine expertise is highly desired.
- Demonstrated successful track record in agriculture sales.
- Account Management experience is preferred.

## Required knowledge, skills, & abilities:

- Understand & assimilate product knowledge & technical materials related to sales.
- Self-motivated and goal-oriented, requiring little day-to-day supervision.
- Proven ability to build and maintain productive relationships with customers & partners.
- Must have the ability to follow through to solve customer problems.
- Ability to persuade others and work closely with Distribution partners.
- Exhibits willingness to accept and incorporate feedback.
- Ability to travel daily and maintain a flexible work schedule is essential.
- Must possess a valid driver's license.
- Must live within the assigned territory preferred
- Organization of call schedules, detailed call logs, and expense reports.
- Sells vaccines through in-person sales calls to veterinary professionals, distribution, and producers in an assigned territory by regularly contacting all accounts.
- Maintains or exceeds annual territory sales targets and projections in turn growing territory sales to meet communicated targets.
- Develops sales strategy to grow territory sales volume in conjunction with Manager by reviewing sales reports, account records, and trend information.
- Strong analytical skills with the ability to interpret sales data & drive actionable insights.

- Proficiency in CRM systems, sales reporting tools, and Excel data management.
- Excellent communication, negotiation, and relationship-building skills.
- Ability to comply with manufacturing outlines of production, Standard Operating Procedures, and Company/Corporate/Regulatory Policies.
- Demonstrate ability to work effectively with team members and show initiative to support each other.
- Proficient computer-based system skills, including Mac
- Salary Commensurate with Experience

**Eligibility Requirements:**

- Must be legally authorized to work in the United States without restriction
- Must be willing to take a drug test and post-offer physical (if required)
- Must be 18 years of age or older

**How We Support You:**

Competitive Salary Range: $50,000 - $120,000 annually plus a bonus opportunity.

- 401k with safe harbor company match
- Benefits: medical, dental, vision, HSA/FSA, life & AD&D insurance, short-term and long-term disability
- Flexible Time Off Policy for vacation, sick leave. Holidays/floating holidays, parental leave.
- Profit Sharing Program
- Cell phone/Internet stipend
- Company vehicle or competitive mileage reimbursement.

To apply, please email your resume/CV to

jobs@endovac.com