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Territory Manager

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Company: IQVIA

Location: North Yorkshire

Category: other-general

IQVIA are looking for a dedicated Animal Health Territory Manager to enhance our client's brand presence and foster lasting relationships across various animal health product lines in the UK. This is a fantastic opportunity for someone who is driven, passionate and has the ability to build trusting relationships with customers. In this unique educational role, you will be travelling to different veterinary practices, acting as a brand ambassador for our client, positioning their products as best on the market.

Key Responsibilities: Cultivate sustainable, long-term relationships with clients. Elevate brand presence and awareness for diverse animal health products. Maintain in-depth knowledge of designated products and utilise various tools for effective discussions. Take ownership of assigned accounts and territories, ensuring that you act as a brand ambassador. Conduct product and resource presentations to address customer needs.

Requirements: Demonstrated proficiency in sales, negotiation, and commercial acumen. Ability to foster positive relationships with business partners. Proven track record in sales, preferably within the animal health sector. Familiarity with the animal health environment. Experience in remote sales is advantageous but not mandatory. Capacity to work both independently and collaboratively. Bachelor's degree in Life Sciences or equivalent. Possession of a valid, clean UK driving license.

Benefits: Competitive salary, bonus, and company car. Access to career development tools and learning resources. 23 days of annual paid leave, with an option to purchase an additional 5 days. Comprehensive private healthcare, dental, and wellness schemes for you and your family. Flexible benefits including a competitive pension scheme, life assurance, and more. 24/7 online wellbeing support. Corporate rates for gym memberships and discounts at various

restaurants and stores. At IQVIA, we value diversity and inclusivity. If you are enthusiastic about this role but don't meet every requirement, we encourage you to apply. You may be the ideal candidate for this position or another opportunity within our organisation! Seize this chance to make a difference in healthcare. APPLY NOW! Please note: Sponsorship is not available for this opportunity

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