

## **JOB PROFILE: Business Development Manager**

**A vacancy exists in the Business Development Manager & we are in search of the right candidate to be based at Pune.**

### **About Us:**

Vetina Healthcare is leading Animal Health Care products and Value-added service providers to the Veterinary professionals in India. Our presence is in Pan India. We provide a comprehensive suite of International products that includes a range of - AGP, Non-AGP, Anticoccidials, Gut Health Modifiers, Essential oils and Toxin Management Products.

### **How you contribute to our success:**

- By increasing client's satisfaction and profitability, you provide our (key) accounts with high expertise of advice and support on technical aspects of how to get benefitted from our innovative products and programs in right way in particular species
- By strategic management, you coordinate with key account managers in respective territories and colleagues from various departments and in HQ to achieve the business objectives
- By showing and demonstrating ROI and benefits of our products and programs to the clients, you acquire new customers for business growth
- By understanding client's wants and needs, you transform potential accounts into buying accounts
- By bringing in new innovations in marketing tools which help in success of business and create an impact in the sales process

## **What you should possess**

- B.V.Sc & A.H Degree is a must. M.V.Sc preferred
- Profound knowledge of technical aspects of Poultry and Livestock and the thorough knowledge of Vetina Products along with exposure to scientific research methodology
- Minimum 3 years of work experience as Technocommercial/ Product Manager/Product Executive/ Technical Manager/ Farm Veterinarian/ Similar role
- Target orientation and zeal to achieve the targets and business objectives
- Able to work on project management basis
- Strong command on English, Hindi & Regional language Marathi, written and verbal communication
- Proficient user of MS office
- Team Player ability
- Willingness to travel 2-3 weeks in a month

## **What We Offer**

- A diversified and interesting position in dynamic and open work environment
- A sustainable career with an attractive compensation package
- Corporate culture with flat hierarchy and fast decision making
- Personal and professional development opportunities
- Exposure to the global environment and technology

Email your CV at [shaveta.sood@vetina.com](mailto:shaveta.sood@vetina.com) or [ashwini.phadke@vetina.com](mailto:ashwini.phadke@vetina.com)

Contact us at: 020-67445858