

Job Title: Veterinary Affairs / Technical Affairs / Product Management Executive or Manager

Job Description:

The VAE or VAM is a varied and flexible role providing both technical support to veterinary customers and product development teams, and commercial support to sales and marketing teams. The candidate will ensure the highest levels of customer service and nutritional expertise in order to build trust and respect within the veterinary industry, delivering company's products to Specialist and other Veterinary Clinic accounts. This position is based out of Vadodara and involves consulting, coaching and training members of the Sales team to effectively promote the features and benefits of the product range. The VAE/VAM shall also assist the product development team in identifying and developing a unique and innovative range of product offerings for pets in India and around the world.

Key Responsibilities:

1. Driving Brand Awareness, Recommendation and Usage among Vets through:
 - a. Educational Seminars
 - b. Market Visits / Personal Interactions
 - c. In Clinic Seminars
 - d. Webinars and Online Meetings
2. Supporting Sales Teams through
 - a. Training and Coaching
 - b. Developing Content for Product Detailers, Handouts and Guides.
 - c. Resolving queries from Professional Customers (Vets, Breeders, and Pet Shops) as well as Consumers (Pet Parents) from the market.
3. Supporting Marketing Teams by
 - a. Support and develop content for product related communications.
 - b. Support and developing content for digital communications.
 - c. Provide advice and consultancy to improve product positioning.
4. Support Product Development teams by
 - a. Identifying gaps in the market to meet consumer's needs.
 - b. Identifying product offerings to meet those needs and help improve lives of pets.
 - c. Support Product Development teams in Product formulation, testing, and quality audits.
5. Help provide best possible Customer service by:
 - a. Providing Veterinary Consultation Service
 - b. Educate Pet parents in association with professional customers.
 - c. Investigating and resolving quality related complaints, if any.

Educational Qualification:

Minimum: B.V.Sc. Preferred: M.V.Sc.

Personal Attributes:

Passion for pets and nutrition

Excellent Communication Skills (Written, Verbal and Presentation)

Proficient in the use of Microsoft Word, PowerPoint and Excel.

Location: Vadodara, Gujarat, India.

Salary: Salary will be provided based on experience, capabilities and qualifications.

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