

Territory Manager - Vancouver & Area

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Company: Colgate-Palmolive

Location: Vancouver

Category: Other-General

No Relocation Assistance Offered # 149020 - Vancouver, British Columbia, Canada **Job Summary**The Hill's Territory Manager (TM) is responsible for managing an account base of veterinary clinics and specialty pet retail stores . The TM's focus is building net sales, product mix, share of market and Hill's product endorsement (BRMO)within those clinics and stores.

The TM will need to stay abreast of competitive climate in the assigned territory to ensure appropriate actions take place to drive the business. TMs will provide a direct interface with veterinary professionals at the practice level to ensure the highest levels of veterinary endorsement (BRMO) for Hill's brands.

Ensure Hill's is the strategic partner of choice in the assigned clinics and gain professional and business support to grow sales. TMs will provide a direct interface with specialist pet retail operators at store level to ensure optimal execution of Hill's 6Ps.

Ensure Hill's is the strategic partner of choice in the assigned stores and gain business support to grow sales. **Principal Duties and Responsibilities** - Develop and maintain high standards of knowledge in small animal nutrition, Hill's and competitors' products through company training and self-study - Plan and execute call value (coverage, frequency, productivity) for the territory, based on account classification and required activities and monitor achievement of territory objectives vs target & develops strategies to address

changes in the business environment as appropriate - Promptly identify new accounts and secure strong presence and endorsement for Hill's brands- Develop deep knowledge of the customers' business and organization; build a network with key decision makers / key influencers in the vet practice and specialty pet store in the assigned territory- Identify opportunities in the assigned customer base and develop technical and business propositions that meet the needs of both Hill's and the customer, resulting in BRMO leadership and superior 6P execution in clinics and stores**Requirements** - Bachelor's Degree Required, (B.

S. in biology, chemistry, health-related, nutrition, animal science or Business Administration or a relevant field is preferred)- Previous sales experience required (veterinary industry, pharmaceutical company or nutrition company preferred) - Licensed DVM (Veterinary Medicine) or RVT (Animal Health Technician/Technologist) preferred - Strong selling skills.

Ability to persuade, negotiate and close- Excellent skills in time management, planning and managing budgets- Proficient computer skills in Microsoft Office (esp. Excel) and ability to learn company specific tools & programs- Ability to lift up to 50 pounds Equal Opportunity Employer Colgate is an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity, sexual orientation, national origin, ethnicity, age, disability, marital status, veteran status (United States positions), or any other characteristic protected by law.

Are you interested in working for Hill's Pet Nutrition? You can apply online and attach all relevant documents such as a cover letter and resume or CV. Applications received by e-mail are not considered in the selection process.

Become part of our team. We look forward to your application.

Work that matters, fueled by passion for pets! At Hill's we have a purpose. Every day around the world, we transform the lives of millions of pet families through pioneering innovation, amazing nutrition, and the best and brightest people.

Founded more than 75 years ago with an unwavering commitment to pet nutrition, Hills'

mission is to help enrich and lengthen the special relationships between people and their pets. HILL'S® Prescription Diet® therapeutic pet foods, HILL'S® Science Diet® and HILL'S® Ideal Balance™ wellness pet foods are sold worldwide.

Hill's is a division of Colgate-Palmolive, a leading global consumer products company, tightly focused on Oral Care, Personal Care, Home Care and Pet Nutrition, with sales of products in more than 200 countries. To learn more about Hill's and Colgate, please visit <http://www.hillspet.com> and <http://www.colgatepalmolive.com>, or find us on LinkedIn, Facebook, Twitter and YouTube.

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[colgatepalmolive.com](http://www.colgatepalmolive.com), or find us on LinkedIn, Facebook, Twitter and YouTube.

Reasonable accommodation during the application process is available for persons with disabilities. Please contact Application_Accommodation@colpal.com.

[colpal.com](mailto:Application_Accommodation@colpal.com) with the subject Accommodation Request should you require accommodation.

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