

Veterinary Channel Manager

“ Market-leading products and headline-making projects”

Nestlé Purina Pet Care, Vevey, Switzerland

Undefined contract period, 100%

Purina Pet Care Switzerland, within the Nestlé Group, is the world leader in terms of innovation & development of adapted products in every pet's step of life & way of living. We offer a dynamic and attractive work environment that enables employees to fully develop their careers.

The main purpose of this job will be to generate demand through your professional recommendation and to enhance the credibility of this brand. A strong interaction with vets and with nutritional specialists is required. Leadership, expertise and excellent communication skills will contribute to keep our standards high. Furthermore, you will be in charge of designing and delivering training programs to improve nutritional pet care expertise.

Main responsibilities:

- Creation of a compelling vision and clear strategic direction for the Veterinary Channel whilst leveraging the fundamental sales opportunity
- Development of Vet Channel and Coordination with Distributors
- Coordination of the Vet team in terms of setting up marketing objectives and implementing strategies
- Liaison and Conservation of strong links with both European and Central Veterinary & Technical Affairs Managers to understand their veterinary communication plans and strategies
- Evaluation of competitor's activity and channel strategies
- Drive of advocacy within professionals
- Promotion of profitable management
- Delivery of tailored training programs to optimize sales

Your Profile

- Commercial experience and/or Marketing is highly desirable
- Fully qualified Veterinarian with a minimum of two years' experience in practice
- Strong veterinary and nutritional knowledge
- Commercial acumen
- Excellent written & verbal communication
- Fluent English and German, French is an asset

You are a result-focused driven person and passionate about convincing and making a difference ? You let benefit others from your professional knowledge and skills. Taking initiative is a daily routine of yours ? If you think you have the profile we are looking for, then you are more than welcome to apply online under www.nestle.com/jobs.

The Nestlé Group is the World's leading Nutrition, Health and Wellness Company with an annual turnover of 89,5 billion Swiss francs and more than 328'000 employees worldwide. We offer an attractive and dynamic international working environment with constant opportunities for development, reflecting our conviction that people are our most important asset.