

With disease & product leadership as well very good market knowledge, the Animal Health Representative is a key person in implementing the Sales & Marketing plan tactics in his/her territory of the respective country

**Responsibilities:**

- **Building and maintaining business relationships with targeted customers, KOLs and authorities and ensuring customer satisfaction, trust and loyalty to the company and its products in order to meet or exceed annual sales objectives.**
- **Representing the entire poultry portfolio of Elanco**
- **Organizing and implementing territorial customer events**
- **Provisioning of meaningful poultry disease information and product information (features and benefits) to customers**
- **Reporting back customer reaction, competitive information and other relevant market information**
- **Developing and implementing the commercial plan. Ensuring the development and implementation of the yearly commercial plan and monitoring the impact and comes with actions.**
- **Identifying customer needs, segmentation, drivers / barriers, and developing segmentation strategies.**
- **Analyzing and concluding on available customer, market, and competitive data and providing feedback to its team on effectiveness of plan's implementation.**
- **Delivering all mandatory trainings in time**

**Basic Qualifications:**

- **Preferably Veterinary degree or comparable life sciences degree**
- **Previous experience in agricultural or Animal Health environment**
- **Team player with high degree of customer focus**
- **Self-motivated individual with strong pro-activity**
- **Good communication, presentation and interpersonal skills**
- **Fluent English (written and oral)**
- **Computer literate on MS Office, Email, CRM solutions**
- **Compliance (Elanco Code of Conduct, SOPs, Regulations)**
- **Proper administration**
- **Driving licence**

**Additional Skills & Preferences:**

- **Good sales analytical skills and a strategic mindset**
- **Excellent organizational and planning skills**

**Additional Information:**

- **The employment contract is for an indefinite period**
- **The employee's place of work is the whole territory of Hungary.**

**Travel:**

- **Significant field time (customer visits)**
- **70% of travel**