**National Sales Manager (VetPlus Germany) – German Head Office in Dusseldorf**

**Role Summary**

Working closely with the Divisional Director you will be the driving force behind the development of the company’s field sales team.

Responsible for the overall management of the company’s sales activities in Germany, the primary function of the post-holder is to

* Lead the company’s field sales team.
* Achieve or exceed the sales targets.
* Co-develop and co-manage the strategic direction of the company with Divisional Director.
* Implement all agreed sales plans.
* Drive organisational efficiency.
* Grow a positive culture based on continuous development.

Role Description: -

* Align to overall Tangerine strategy and wider business opportunities within a fast-changing environment.
* Ensure collaborative approach with sales team and other key managers.
* Support all national and international business and commercial objectives agreed with Divisional Director.
* Identify long-term collaborative partnership opportunities and business goals with key opinion leaders and key influencers in Germany.
* Forge ‘partner of choice’ relationships with key influencers.
* Identify potential opportunities for new product development by ensuring communication of customer feedback and competitor activity.
* Represent VetPlus professionally and passionately at all times.
* Ensure a consistent & ongoing communication of plans & results in line with reporting requirements, aligned to AOP.
* Provide continuous updates & insight of sector developments, environment, competitive intelligence issues etc.
* Attendance at all pre-agreed company and group meetings.

Main Duties: -

* Achieve the company’s overall sales plan.
* Build strong relationships with decision makers and increase awareness about VetPlus and our key products and services.
* Build and maintain an effective and motivated sales team.
* Manage Key Account contact and performance.
* Ensure efficient field call planning, focus and implementation.
* Analyse and use market data.
* Manage and attend all key German shows and congresses.
* Ensure efficient reporting.
* Participate positively in the VetPlus management team and actively help to develop the company culture.

**About You**

* Ideally degree educated.
* At least 5 years proven track record in a sales management role, preferably within the Veterinary industry.
* Live within a commutable distance of the Dusseldorf office.
* A natural rapport builder at all levels.
* Highly competent influencer with a flair for developing business.
* Extremely flexible approach to work.
* Good understanding of concept selling.
* Self-motivated and driven to achieve set objectives.
* Must be fluent in English.

**About Us**

The Tangerine Group is a privately held company based in the United Kingdom. Within the group are ten limited companies, each operating as stand-alone entities. We specialise in the manufacture and sales of animal health and nutrition products for farm and companion animals, including veterinary and equine products.

We’re passionate about being the best and you should be too!