Position: Imagine Pet Products Territory Sales Manager  
Location: Toronto, Ontario  
Expected start date: Fall/Winter 2018  
Salary: To be discussed

In this role, you will develop strong relationships with accounts (licensed veterinarians), identifying opportunities and making regular sales meetings while increasing sales and providing science-based education and information to clients.

Duties & Responsibilities:
- Using an educational and professional approach, promote, market, and sell Imagine evidence-based products to licensed veterinarians and their clinics
- Establish new accounts, promoting Imagine products via one-on-one meetings, as well as telephone and email
- Attend Imagine exhibitions at tradeshows, organize needed materials and follow-ups
- Perform evidence-based product and educational presentations to veterinarians
- Perform account detailing – regular check on product stock and informing of new products and pricing
- Schedule and coordinate demonstrations for accounts as needed
- Work with Imagine General Manager and Head Office to negotiate customer discounts, place orders and arrange for credits and returns
- Participate in Imagine sponsored continuing education events, trade shows and conferences
- Perform administrative work; account organization, customer packages, prospect planning, etc.
- Submit territory reports to Head Office
- Manage accounts and sponsorship packages with Veterinary Colleges within the territory and associated student representatives

Requirements for this position:
- Strong veterinary (DVM) or science background (BSc or MSc) with nutrition or animal science focus
- Passion to be part of a fast-growing evidence-based professional dietary supplement industry
- Independent, confident, outgoing individual as well as a team player
- Self-motivated and organized to manage own travel itinerary and expense account
- A professional conducting oneself with integrity and honesty
- A keen interest in people, exceptional customer service skills - following through on all customer questions and concerns
- Excellent communication (verbal and written) and presentation skills
- Strong negotiating and conflict resolution skills
- Respect for company policy and regulations
- Previous sales experience an asset but training provided
- Valid driver’s license and vehicle
- Requires traveling time on the road and working weekends several (8-10) times annually
- Computer literate (MS Excel, MSWord, MS PowerPoint)

Although sales remain the focus of this position, depending on your personal goals, skills and interests, this position also gives you the opportunity to become involved in a variety of projects such as activities and initiatives associated with continuing education seminars, company publications, new product launches, special...
events, and corporate communications. Excellent prioritization, project management, communication and problem-solving skills will be critical to your success in these additional opportunities.

Travel, car and communication expenses will be covered by Imagine.

Please e-mail cover letter and resume/curriculum vitae to Patrick Quaile at quailep@nfh.ca.