



Veterinary Sales Manager

Job Description

We're PitPat and we're using the latest technology to help owners and pet care brands keep dogs happy and healthy. And they love it! Some call us the 'Fitbit for dogs' and we've recently launched a new subscription club called PitPat Life that rewards dog owners with Perks, Points and Prizes for walking and weighing their dog, a bit like 'Vitality' but for dogs.

Our direct-to-consumer business is thriving and we have ambitious growth plans to bring the benefits of PitPat to veterinary practices across the country. With over half of pet dogs now overweight or obese, PitPat's weight and exercise management features offer a new way for vets and vet nurses to combat obesity, engage with their clients and encourage return visits.

We are now seeking candidates for the new role of **Veterinary Sales Manager** to develop, implement and lead our business development efforts for sales into, out of and through veterinary practice. The successful candidate will work closely with our senior management, and the success of the role will be measured against the number of sales achieved through the veterinary channel. We're looking for an ambitious self-starting individual with a passion for dog health and wellbeing, who enjoys dealing with people and making a difference.

The **Veterinary Sales Manager** will be responsible for:

- Working with senior management to define and implement our strategy for the distribution of PitPat into, out of and through the veterinary channel.
- Winning new accounts and maintaining existing ones, sales visits and general account management.
- Development of supporting marketing collateral, education and training programmes.
- Attending veterinary trade exhibitions, fairs and conventions to represent and promote PitPat.
- Providing sales reports and recommendations to management.
- Gathering market feedback and learnings from the veterinary sector to feed into our product development process.

We're looking for the following experience and traits:

- At least 3 years of experience in the veterinary sector, as perhaps a veterinary nurse or in a business development/field sales role.
- An excellent communicator, with strong sales and relationship building skills.
- Motivated and hardworking, with a can do attitude.
- Willing to travel nationwide, with excellent organisation and time management skills.
- Enthusiastic about the large number of dog-related puns that form part of our working lives.



Based in central Cambridge, a short walk from the station, this is a fantastic opportunity to join a company that is growing fast and changing pet care. Our culture is friendly and supportive, with very low staff turnover rates. The business has won multiple prestigious awards and gained a reputation for being an exciting and fun place to work. This is a very rewarding and tangible role, where you will be able to see the direct results of your efforts.

Other benefits of the role include:

- 25 days holiday
- Pension scheme
- Dog friendly office
- Garden with BBQ
- Well stocked kitchen
- Pawsome team social events

Job reference: PP-JOB-20

Reports to: CEO

Location: 5 Brooklands Avenue, Cambridge (a short walk from Cambridge train station).

Remuneration: £30-45k + benefits, based on experience.

Start date: ASAP.

How to apply: If you think you'd be pawsome in this role, and you're interested in talking more about it, please send your CV and an email telling us why you think you'd be a great member of our pack to talent@pitpatpet.com. Strictly no recruiters – we will bark at you.