

Would you like to work in a dynamic, scientific environment with focus on communication?

For our Nordic Ruminant/Equine Business Unit in Sweden we are currently recruiting a:

Field Product Specialist Ruminant/Equine Field based in the southern part of Sweden

The position:

As a member of the Nordic Ruminant/Equine Business Unit, which consists of 11 people, the Field Product Specialist will be responsible for managing all ruminant and equine sales related activities in the territory by applying best practices in communication and scientific knowledge of the products and therapeutic areas. He/she will ensure the implementation of agreed marketing campaigns to achieve sales objectives and will participate actively in the development of business unit strategies. The position is reporting to the Director, Nordic Ruminant/Equine Business Unit.

After extensive internal training the Field Product Specialist - southern Sweden will be responsible for:

- Visiting customers in the district and positioning MSD Animal Health as a strategic partner
- Identifying new customers and developing new opportunities
- Ensuring customer satisfaction
- Leading business development activities
- Participating in preparing account plans, sales budgets and their execution
- Being involved in driving long-term success
- Independently achieving the goals established for the territory including sales, market share, customer coverage and territory management
- Having good knowledge of and complying with company policies, procedures and standards
- Having good knowledge and complying with applicable professional, regulatory and industry standards
- Organising local ruminant KOLs' scientific and educational events to key clients within the country

The applicant should be based in the southern part of Sweden, where ruminant customers are mostly concentrated.

Qualifications of the ideal candidate:

- A strong personal drive and high energy level
- Master's degree in the veterinary or agricultural area - or Business Economics within the agricultural segment or similar area
- Field experience of animal health biological products/solutions, from veterinary practice - or other relevant agricultural positions
- Good track record in veterinary practice or from a successful technical sales job
- Good knowledge of the Swedish ruminant/equine market
- Ability to encourage and be part of a high performance team
- Ability to reach deadlines
- Quick learner and adapt with high flexibility and excellent listening skills
- Passionate and desire to build strong customer relationships
- Strong planning and organising skills
- Sound communication skills
- Sound interpersonal skills for dealing with a wide range of people
- Good written and verbal communication skills in English and Swedish

An exciting place to work

If you enjoy being challenged, having fun while working with a good team spirit, MSD Animal Health will be a good place for you to work. We invest in the development of our people, and give you plenty of opportunities for individual initiative and responsibility.

Information and application

Further information regarding the position can be addressed to Kirsten Bianchi, Director, Nordic Ruminant/Equine Business Unit, by phone: + 45 40 22 02 66 or by e-mail: kirsten.bianchi@merck.com.

You are also welcome to contact field sales specialist Emma Bacher, by phone +46 8 522 216 77 or by e-mail: emma.bacher@merck.com.

If you are interested in this challenging role, you are invited to apply online by uploading your resume and application letter in English on www.msd.com/careers using the following vacancy reference number: DIR020754 - no later than December 15th 2017.



About MSD Animal Health - THE SCIENCE OF HEALTHIER ANIMALS

MSD Animal Health is a global research based company that develops, produces and markets a wide range of veterinary medicine and service solutions. We offer one of the pharmaceutical industry's most innovative portfolios preventing and controlling diseases within all the major therapy areas of both production animals and pets. Working with more than 100 current research projects it is the goal of MSD Animal Health to become the leading force within the development of new, valuable veterinary pharmaceuticals - and thereby improve animal health, ensure the future production of healthy quality food products, protect public health and help owners and their pets enjoy their life together.

Offset by our research based development strategy we aim to establish and maintain a close cooperation with veterinarians and other stakeholders, animal owners and scientific experts in the development of new effective solutions to complicated, veterinary challenges.

MSD Animal Health Nordic Cluster consists of 5 different business units covering companion animals, swine, ruminant/equine, poultry and aqua and operates across borders within the Nordic Area.

