



### **Position: Outside Sales Representative (Miami Area)**

- Company: VETNOVA Animal Health LLC
- Department: Sales
- Location: Miami, Fort Lauderdale, Hialeah, Orlando or Tampa (willing to travel)
- Job Type: Full-time
- Reporting To: CEO

### **Summary**

VetNova is searching for an Outside Sales Representative to join our team in the Miami Area. This role requires travel throughout the assigned territory. In this position, you will be responsible for promoting, selling, and providing technical support for VetNova's products to veterinarians, wholesalers, retailers, and other clients.

### **Responsibilities**

- Sell and present VetNova's products.
- Provide technical support and customer service to clients in your assigned territory.
- Attend veterinary conventions and trade shows representing VetNova
- Manage and support wholesale distributors (training, updates on products and offers)
- Organize events (seminars, lunch and learns) to promote products and train clients.
- Ensure proper stock levels and presentation of VetNova products at points of sale.
- Perform other duties as assigned to improve sales and customer service.

### **What we are looking for**

- High School Diploma or GED required.
- Valid work permit
- Bachelor's degree (preferred)
- 1-2 years of outside sales experience (preferred)
- Experience in the veterinary or pharmaceutical industry (a plus)
- Prior experience working in a veterinary clinic or as a veterinary technician (preferred)
- Excellent communication and customer service skills
- Ability to understand and explain complex product information.
- Ability to take direction and feedback for improvement.
- Active listening skills
- Flexible and adaptable to meet the needs of a growing business.
- Basic computer and keyboarding skills, including Microsoft Office
- Valid driver's license

### **Benefits**

- Competitive salary with increases based on experience.
- Commission incentives.
- Paid time off
- Health, dental, and vision insurance

**Overall, this is a great opportunity for a motivated and outgoing individual with sales experience who is passionate about the animal health industry.**

**To submit your application, please contact to [cdesantos@vetnova.net](mailto:cdesantos@vetnova.net)**