

**Position title:** Territory Manager (Part-time)

**Incumbent:**

**Reports to:** Localrep Director with dotted line reporting to nominated client company personnel.

**Primary purpose:** To achieve objectives as defined by client companies. To give value to each client by making significant commercial impact in each sales call.

**Background to role:** Localrep exists to provide high impact and cost effective territory representation primarily to companies who can't justify their own full time sales people in a particular region or channel. The model is financially viable to all parties only if each TM services veterinary clinics or pet stores on behalf of 2-4 client companies. Whilst these positions are part time and flexible they provide significantly different challenges to the role of a TM working exclusively for one company. Managing 2-4 client companies and reporting your activity goes beyond the 15-30 minutes you may spend with the clinic or store. Invariably this will involve handling some e-mail and phone calls out side your calling hours and our call remuneration rates are constructed to reflect this.

Key result area	Measure
Quickly gains the trust of clinic managers, veterinary staff and store managers	Demonstrated ready access to key clinic and store personnel.
Builds effective working relationships with client company key staff.	Positive feedback from and interactions with key staff at client companies
Provides timely and relevant reports to LR and client company management	Management kept up-to-date on current market trends and opportunities. Call reports are entered accurately within 24 hours.
Achieves commercial objectives as specified by client company management	Exceeds clients expectations
Creates, continues and enhances clinic/store loyalty by providing high levels of service and follow up	Repeat business and increased business to current clinics or stores. Customer and client feedback indicates high level of satisfaction with service levels
Demonstrates thorough product knowledge	Positive customer feedback / increased sales results
'Listens' to the marketplace and customers' requirements	Flexible approach to new ideas / embraces changes as the market dictates, provides constructive feedback to client companies

## Localrep Position Description

Typical qualifications and experience:	Relevant sales experience is key. An understanding of the animal health, vet and/or pet industries. A vet nursing or animal physiology background would be advantageous. High levels of numeracy and literacy and competent with modern IT. Ability to multitask. Excellent attention to detail.
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Position holder's signature:	Date:
Localrep Partner's Signature:	Date: