

## Inside Vet Sales

Vasco Rx Specialty Pharmacy is a full-service specialty, compounding and infusion pharmacy helping owners and their pets meet their medical prescription needs for over 20 years. Our goal is to provide seamless customer care coordination to medical providers and their clients pets. We are looking for an addition to our team who is looking to grow and learn in a fast-paced environment.

### **Summary:**

This position is primarily responsible for the Vasco Rx Inside Sales Program. This individual will provide outbound information about products and services provided by Vasco Rx divisions. This person will be responsible for providing excellent customer service and achieving measurable sales growth. Primary role is to place outbound calls to Vasco Rx customer base with the goal of generating increased sales within the veterinary market. This person will provide effective communication with all Vasco Rx divisions, Customer Care Coordinators, Pharmacy, Operations and Field Sales for all Branch locations. This position will be an hourly, non-exempt position plus incentive pay.

### **Essential Duties and Responsibilities include the following:**

Effectively make outbound calls to identify new sales opportunities as assigned.

Sales/account management with daily operations, veterinary clinics, and patient's communication to achieve business goals.

Creates interest by asking questions to assess customer needs.

Able to handle objections by problem solving.

Moves smoothly through stages of calls to provide patient-based therapies and services.

Demonstrates effective closing skills.

Utilizes customer database to accurately monitor, track and record sales activities.

Other duties may be assigned, as needed.

### **Competency: Person must demonstrate strong**

Professionalism

Customer Service

Oral Communication

Organizational Support

Strategic Thinking

Initiative

Motivation

Computer Skills

**Education:** High school diploma or equivalent

**Experience:** Veterinary Technician/Veterinary Supply experience a plus.

*Vasco Rx supports an employee drug free work environment*