



MANUFACTURERS & DISTRIBUTORS OF PHARMACEUTICAL, VETERINARY & EQUINE PRODUCTS

NATIONAL SALES MANAGER – FORAN HEALTHCARE IRELAND

Foran Healthcare Ltd. as part of the Connolly's Red Mills Group of companies, is a leading manufacturer and distributor of Pharmaceutical, Veterinary and Equine products supplying over 30 countries worldwide. Established in 1974, Foran Healthcare has grown to become a market leader in the field of specialized animal nutrition and health care.

Foran Healthcare boasts a comprehensive, well-established range of products. These include superior quality nutritional supplements specifically designed to optimize health and boost performance and essential health care products. Products are developed by an experienced multi-disciplinary team including veterinary surgeons, chemists and nutritionists in accordance with our customer needs. Through development and innovation trials in-house and in leading educational institutes, products are put through their paces to ensure superior levels of efficacy, safety and quality.

We currently have a vacancy for the role of National Sales Manager. The role will be;

- Field based
- Lead and manage a sales team of 4 developing sales strategies and setting targets for the team to meet
- Monitoring performance of the team to ensure sales targets are met
- Coaching and mentoring where required
- Managing key accounts, wholesalers and private label customers on a nationwide basis
- Sales budgeting and market forecasting
- Analysis of current market trends
- Regular competitor reviews
- Reporting to Senior Management
- Arrange and attend trade shows on behalf of the company both in Ireland and the UK
- The Candidate
- Will have 5 years plus experience and proven ability to manage a sales team in a commercial and technical environment
- Proven track record in sales, business development and delivering excellent customer service
- Will be organised, motivated and capable of working on our own initiative and as part of a high performing team
- Will be educated to third level with a degree in a related discipline

Applications with a covering letter and CV can be made to brendanemery@forans.com