



PR/159163 | Veterinary Channel Development Manager

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1544747

Industry

Retail

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

June 17th, 2025 10:15

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Our client, a global conglomerate in the pet foods and animal feed industry is looking for a business- and career-minded Veterinary Channel Development Manager for their business growth.

Key Responsibilities:

- Developing channel and sales strategy for the veterinarians
- Provide technical support and education to customers, retailers, and distributors
- Provide scientific support for marketing claims (e.g., grain free, teeth & joint health, good digestion)
- Develop product mapping and positioning vs competitors
- Collaborate with the marketing team to support marketing campaigns and promotions that enhance customer engagement.
- Analyze data to provide actionable insights and recommendations in Vet Product and regular product to management
- Work closely with Sales, Innovation, R&D dept and CRM teams to ensure a cohesive approach to build customer relationship
- Work with HQ for New Product (Regular & Vet Product)

Job Requirements:

- Bachelor's degree in Veterinary Medicine (DVM) or equivalent veterinary qualification.
- Registration with the Malaysian Veterinary Council (MVC)

- Minimum 5 year of professional experience as a veterinarian, preferably with exposure to technical sales or customer consultation preferably in the pet food or FMCG food industry.
- Experience with veterinary clinics, animal hospitals, or veterinary product support will be an advantage.
- Willing to travel as and when required by the business.

Company Description