



## PR/159163 | Veterinary Channel Development Manager

### Job Information

**Recruiter**
[JAC Recruitment Malaysia](#)
**Job ID**

1548133

**Industry**

Retail

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

July 8th, 2025 16:35

### 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.

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: <https://www.jac-recruitment.my/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.my/terms-of-use>

---

## Company Description