

WORK VAPOR

Job Link: <https://workvapor.com/jobs/field-account-manager-zoetis-petcare-232216/>

HIRING ORGANIZATION

Zoetis

EMPLOYMENT TYPE

Full-time

JOB LOCATION

Ohio, United States

DATE POSTED

? 08/14/2026

FIELD ACCOUNT MANAGER – ZOETIS PETCARE

DESCRIPTION

Account Manager

Company: Zoetis

Work Mode: Field-based

Employment Type: Full-time

Location: Ohio

About the Position

Zoetis is hiring an Account Manager for its US Petcare Division. This is a field-based sales position. You should live within the assigned territory.

You will manage customer accounts and drive sales growth. You will work with veterinary hospitals and professionals. You will also travel within the territory and may work some evenings for educational programs.

Key Responsibilities

- Meet overall sales targets.
- Drive sales of key products.
- Launch new products.
- Promote new service offerings.
- Generate equipment leads.
- Use solution selling techniques.
- Build strong customer relationships.
- Support veterinary hospitals.
- Maintain access to key accounts.
- Understand customer needs.
- Build veterinary practice knowledge.
- Create territory business plans.
- Manage territory resources.
- Track sales activities.
- Manage call cycles.

- Support medical education programs.
- Work with Zoetis Petcare teams.
- Follow compliance requirements.
- Manage assigned budgets.
- Meet field activity targets.
- Improve sales performance.

Required Qualifications

A Bachelor's degree is required. You should have 3 to 10 years of successful consultative sales experience.

You should be able to find new sales opportunities. Strong problem-solving skills are important. You should be comfortable working with sales data and analytics.

You should be able to work independently. You should also work well with a team. Strong organization and attention to detail are required.

Preferred Experience

- Animal health experience.
- Small animal veterinary medicine knowledge.
- Consultative sales experience.
- Territory management experience.
- Business planning experience.
- Healthcare or veterinary sales experience.
- Experience with medical education programs.

Skills

- Account Management
- Consultative Selling
- Solution Selling
- Territory Management
- Sales Planning
- Veterinary Sales
- Animal Health
- Business Development
- Customer Relationship Management
- Sales Analytics
- Sales Strategy
- Presentation Skills
- Communication
- Negotiation
- Problem Solving
- Budget Management
- Microsoft Word
- Microsoft Excel
- Microsoft Outlook
- Microsoft PowerPoint
- Teamwork
- Time Management

Work Requirements

This is a field-based role. You must live within the assigned territory.

Travel is required. Some evening work may also be required for educational programs. You should be comfortable working independently while staying connected with the broader team.

Contact Details

Email: zoetiscolleagueservices@zoetis.com

This email is provided by Zoetis for reasonable accommodation requests. Zoetis states that recruiting-related emails should come only from addresses ending in @zoetis.com.

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