

WORK VAPOR

Job Link: <https://workvapor.com/jobs/regional-account-manager-232443/>

HIRING ORGANIZATION

Zoetis

REGIONAL ACCOUNT MANAGER

EMPLOYMENT TYPE

Full-time

DESCRIPTION

Regional Account Manager

Company: Zoetis
Location: Pennsylvania
States Considered: Pennsylvania and Ohio
Employment Type: Full-time, Regular
Work Type: Field-based
Preferred Location: Harrisburg, Pennsylvania

JOB LOCATION

Pennsylvania, Ohio, United States

Contact Details

Accommodation Email: zoetiscolleagueservices@zoetis.com
Important: This email is for accommodation requests only. It is not provided for job applications.

DATE POSTED

? 09/21/2026

About Zoetis

Zoetis is focused on animal health products and services.

The company is looking for a Regional Account Manager to support its poultry business in Pennsylvania and other considered areas in the Delmarva region.

About the Position

The Regional Account Manager will serve as the primary representative for Zoetis Poultry products for broiler and broiler breeder accounts.

The position is responsible for growing new business and maintaining customer relationships in assigned accounts. The role also includes meeting annual revenue and margin targets within approved expense levels.

Key Responsibilities

- Promote Zoetis poultry products and services.
- Support sales of Biologicals.

- Support sales of Inovoject device systems.
- Manage corporate and complex customer communication.
- Discuss Zoetis poultry products and services with customers.
- Develop account plans for assigned accounts.
- Support account plans led by other team members.
- Coordinate Zoetis activities within assigned accounts.
- Maintain knowledge of customer locations.
- Identify opportunities for business growth.
- Communicate customer requirements to internal teams.
- Work with Customer Service.
- Work with Veterinary Services.
- Coordinate with Marketing teams.
- Work with product support teams.
- Build and maintain an industry network.
- Monitor customer strategies and changing needs.
- Prepare industry and customer reports.
- Report sales objectives and accomplishments.
- Track competitive information.
- Build customer loyalty.
- Develop relationships with key decision-makers and influencers.
- Provide feedback for marketing plan development.
- Use the CRM system to manage accounts.
- Maintain customer and contact information in the CRM.
- Monitor changes in assigned accounts.
- Identify future customer needs.
- Provide monthly sales forecasts.

Education and Experience

- Four-year degree in Poultry Science is preferred.
- Animal Science degree is preferred.
- Agribusiness degree is preferred.
- 5+ years of poultry industry experience is preferred.
- Working knowledge of live poultry production is preferred.

Required Skills

- Strong interpersonal skills.
- Strong verbal communication skills.
- Strong written communication skills.
- Ability to manage multiple tasks.
- Proficiency with Microsoft Office.
- Experience with Excel.
- Experience with Word.
- Experience with PowerPoint.
- Experience with Project software.
- Excellent attention to detail.
- Ability to promote teamwork.
- Ability to support cooperation.
- Ability to respond to customer inquiries.
- Ability to handle customer complaints.
- Ability to communicate with regulatory agencies and business contacts.

Travel and Physical Requirements

- Overnight travel of up to 50% may be required.
- Quarterly travel to the West Coast may be required.
- The position is primarily field-based.
- A valid driver's license is required.
- A clean driving record is required.
- Ability to work in poultry industry animal environments is required.
- Reasonable accommodations may be available for qualified individuals with disabilities.

Work Environment

The usual work location is in the field.

The position requires regular customer interaction and travel. Work may take place in animal environments typical of the poultry industry.

Application and Recruitment Information

Zoetis states that applicants should apply through its official careers website or communicate through an email address ending in **@zoetis.com**.

Zoetis recruiters may also contact candidates through LinkedIn.

The company does not use Gmail, Outlook, Yahoo, or other generic email domains for recruitment communications.

Applicants should not provide money or make personal financial investments as part of the hiring process.

Equal Opportunity

Zoetis is committed to equal employment opportunity for employees and applicants.

The company provides reasonable accommodations during the application process and complies with applicable employment and employment eligibility laws.

All applicants must have or obtain authorization to work in the United States.

Accommodation Contact

For accommodation requests contact Zoetis Colleague Services at:

zoetiscolleagueservices@zoetis.com

Company Contact Information

Zoetis

Location: Pennsylvania

States Considered: Pennsylvania and Ohio

Work Type: Field-based

Employment Type: Full-time

Accommodation Email: zoetiscolleagueservices@zoetis.com