**Vets in Industry**

- Pharmaceutical – companion animals equine, livestock (extensive and intensive)
- Equipment – anaesthetic, imaging, surgical, practice software
- Wholesalers
- Nutrition – companion animals, equine, livestock (extensive and intensive)
- Education

**Technical & Professional Services Veterinarian**

- Technical support to sales and marketing
- Sales team product and nutrition training
- Relationship management – universities, professional associations, veterinary practices
- Conferences and speaker tours
- Educational role

**What’s required?**

- Hill’s prefers specialist qualifications or higher degree
- People skills
- Communication skills – written and verbal
- Team work
- Budgets
- Project management
- Companies usually provide training

** Territory Manager**

- Also known as Sales Rep
- Take products to the consumer – eg veterinarians and vet nurses
- Explain and teach the benefits and applications of the company’s products
- Requires thorough product knowledge and of the general area: Hill’s = small animal nutrition; whole range of therapeutic and wellness diets
Why Hill’s

*The most important thing is to be comfortable with the ethics and values of the company you work for*