



**Job Title:** Senior Product and Portfolio Manager - Animal Health

**Location:** St. Peter, MN and remote, travel required

### **Company Overview:**

Veterinary Pharmaceutical Solutions is a leading provider of innovative solutions in the field of animal health, dedicated to enhancing the well-being and performance of livestock. Our commitment to excellence drives us to develop cutting-edge products and services that address the diverse needs of our customers and improve health and productivity of animals. We move at an accelerated pace to bring solutions to the livestock industry through our customer-driven innovation model.

### **Position Overview:**

We are seeking a talented and motivated Product Manager to join our dynamic team. The Product Manager will play a key role in driving the development and commercialization of our animal health existing and developing portfolio. This individual will be responsible for managing the entire product lifecycle, from concept development to launch and beyond. The ideal candidate will have a passion for animal health, a strong understanding of the industry landscape and the ability to collaborate effectively with cross-functional teams.

### **Key Responsibilities:**

- **Market Analysis:** Conduct comprehensive market research to identify trends, opportunities and competitive landscapes within the animal health industry. Utilize market insights to inform product development strategies and identify unmet needs in the market.
- **Product Development:** Lead the development of new animal health products from concept to commercialization. Collaborate with internal teams, including R&D, regulatory affairs and manufacturing to ensure products meet quality standards and regulatory requirements.
- **Product Strategy:** Develop and implement product strategies to drive growth and profitability. Define product positioning, pricing and go-to-market strategies based on market insights and customer feedback.
- **Cross-Functional Collaboration:** Work closely with cross-functional teams, including marketing, sales and customer support to ensure alignment on product goals and priorities. Collaborate with sales teams to provide product training and support the development of sales tools and collateral.

- **Customer Engagement:** Build strong relationships with key opinion leaders, veterinary professionals and other stakeholders in the animal health industry. Gather feedback from customers to continuously improve products and address customer needs.
- **Product Launch:** Plan and execute successful product launches, including developing launch plans, coordinating marketing activities and tracking key performance metrics. Ensure successful market adoption of new products through effective communication and promotional efforts.
- **Product Lifecycle Management:** Monitor product performance throughout its lifecycle and identify opportunities for product improvements or line extensions. Make data-driven decisions to optimize product portfolio and maximize revenue potential.

### **Qualifications:**

- Bachelor's degree in veterinary science, animal science, biology, business administration or related field.
- 5+ years of experience in sales, product management and/or related roles within the animal health industry.
- Strong understanding of animal health products, including pharmaceuticals and biologics.
- Excellent analytical, strategic planning and problem-solving skills.
- Proven track record of successfully launching and managing products in a competitive market environment.
- Strong communication and interpersonal skills, with the ability to collaborate effectively with cross-functional teams.
- Ability to thrive in a fast-paced, dynamic environment and manage multiple projects simultaneously.
- Passion for animal health and a commitment to improving outcomes for our customers.

Join us in our mission to advance animal health and make a positive impact on the lives of animals and their owners. If you are a motivated and passionate individual with a desire to drive innovation in the animal health industry, we want to hear from you!



We are proud to be partnering with Charles Aris on this search. Please see contact information below.

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