



MSD Animal Health is one of the world's leading animal health companies. The company is dedicated to the research and development, production and marketing of innovative, high quality animal health products and feed additives.

The company's product range includes vaccines, anti-parasitics, anti-infectives, endocrine products for regulation and improvement of breeding performance, feed additives and productivity enhancers for ruminants, companion animals, pigs and poultry

We are currently looking for a **Commission Agent** for the Poultry, Swine and Aqua portfolio to join the Animal Health team based in Isando.

Key Responsibilities

- Achieve sales as per agreed target to poultry and aquaculture integrators, farmers and distributors.
- Identify opportunities and develop the business.
- Conduct technical and product training to clients.
- Provide technical assistance on farms – Auditing and post mortems.
- Implement sales and promotional strategies and campaigns.
- Attend and present to study groups – continuing education and to increase contact with clients.
- Organise and address Farmers' Days, Congresses and Expos.
- Provide weekly reports to management on relevant industry and opposition activities.
- Travel extensively to visit clients.
- Weekly reporting on upcoming week's activities and plan on MAXX platform.
- Attend sales conferences in South Africa and regional meetings as agreed upon.
- Daily feedback through Customer Relationship Management program.

Key Requirements

- KAM in the poultry industry will be considered a significant advantage.
- Sales experience – minimum 2-3 years.
- Business development experience is essential.
- Experience in poultry production and/or the poultry industry will be considered an advantage.
- Good communication skills.
- Sales experience in the agricultural market will be beneficial.
- Fluent in English and Afrikaans.
- Good negotiation skills.
- Organization and planning skills .
- Computer, Microsoft office and Internet skills.

Send your CV and enquiries to Tasneem.salot@merck.com

Closing date for all applications is **13 November 2017**