



Job Description: Veterinary Adviser

September 2019

General Information

Nimrod Veterinary Products Ltd was founded in 2007 by David Renney, a veterinary surgeon with an interest in and considerable industry experience of farm-animal, poultry and equine medicine.

Nimrod is a fast-growing company specializing in working with vets to improve welfare, productivity and performance of farm animals, poultry and horses. It aims to provide outstanding technical support to its customers. Working with partners around the world, it seeks out new ideas, technologies and products for specialist horse, cattle and poultry vets. Nimrod is the market leader in fluid therapy and clinical nutrition for adult cattle, and has a diverse and interesting range of other products, including pharmaceuticals and diagnostic tests.

The Company wishes to execute an ambitious plan for growth and is developing a high-performing team to deliver the plan. Nimrod is a family business and employs 4 Territory Managers in the field; 5 staff in Finance and Administration as well as the two Directors, David Renney and Donna Renney and this post of Veterinary Adviser.

Overview of the Role

This is a senior technical role within a commercial environment for a vet with clinical experience in the dairy sector. It is an opportunity to support Nimrod in being able to offer an enhanced service to vets.

You will be required to use your science expertise as well as develop business acumen and provide outstanding communication skills, both written and spoken. You should enjoy intellectually challenging work and problem-solving. Whilst the work is varied, your primary task will be to provide technical advice and training to customers and to the sales force on the use of products in Nimrod's portfolio, as well as support to marketing.

Your role is an important one in the future growth and success of Nimrod and you will be expected to contribute to the strategic development of the company. Therefore, it is important that you have an interest in the commercial side of the veterinary profession as well as possessing excellent technical knowledge. You will need a good understanding of the structure of the farm and equine veterinary industry as well as

industry competitors and their products. You will be required to develop technical expertise to support Nimrod's product range. This will include reviewing relevant research papers and generating ideas for product innovation.

You must be curious and prepared to become an expert in cattle medicine, if you are not one already.

We are looking for a person who can combine strong technical skills with flair, judgement and imagination. A key requirement will be strong teamwork in supporting the skills and expertise of the sales force and other staff, as well as excellent writing skills. You will enjoy teaching and providing engaging CPD to vets.

Working in a small company provides the benefit of gaining experience in different business areas and you will work closely with those involved in sales and marketing, providing advice, ideas and support. You may have some responsibilities related to pharmacovigilance although the oversight of Nimrod's pharmacovigilance is contracted to a third-party organisation.

There will also be opportunities for you to play an important rôle in new product development working closely with the Managing Director, David Renney.

The position requires extensive travelling both in the UK and overseas.

Responsibilities

Technical Support, Communications and Training

1. To acquire and maintain a thorough knowledge of the company's products including their physical and technical attributes and to keep this knowledge constantly up to date as new products are added to the company's range.
2. To provide training and support to the sales force, overseas distributors and other staff where clarity of expression is vital.
3. To give thought-provoking technical presentations and training to vets.
4. To provide technical information for sales literature and other corporate communications including the website, twitter and other digital platforms.
5. To acquire and maintain a thorough knowledge of competitors' products in the categories of interest to the company, their applications and strengths and weaknesses.
6. To attend exhibitions and provide technical information to prospective customers.
7. To review the veterinary and farming press and keep abreast of the latest developments.
8. To keep up-to-date with the latest research in areas of interest to Nimrod and to attend relevant conferences.

9. To research and propose ideas for product improvement and development.

Product Support and Pharmacovigilance

10. To advise on specifications for the company's products and support the provision of information to suppliers regarding packaging, labelling, specifications and formulations.
11. To assist the Managing Director in the development of new products including identifying opportunities, assessing the market, undertaking competitor comparison and reviewing feedback from potential customers.
12. To support any investigation into complaints concerning the company's products.
13. The postholder will manage the relationship with Nimrod's Pharmacovigilance contractor.
14. The postholder will also assist with monitoring Nimrod's compliance with veterinary medicines and feeding stuffs legislation as well as compliance with assurance schemes under which the company is accredited.

Industry Knowledge

15. To develop and maintain a comprehensive understanding of the structure of veterinary practice in the UK and of the veterinary pharmaceutical industry.

Donna Renney
Director of Operations
September 2019