

Position Title: Elanco: Technical Consultant Swine	Job position: Full Time
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Position Description:

The Technical Consultant has the function to provide technical support and information service to the Affiliate Operation in order to assist the achievement of sales objectives in compliance with corporate, legal and ethical guidelines.

The Technical Consultant is a key position to deliver value to the customer: he/she has the ability to understand medical terminology and technical knowledge of the day to day operations within a veterinary practice environment; provides technical input in case of requests or complaints related to the Elanco products or diseases areas.

With technical leadership, the Technical Consultant is the external and internal technical advocate of our product brands as well as the company brand: he/she supports the marketing strategy and positioning of products through technical inputs, creative thinking, playing a key role in the sales team technical training. The Technical Consultant is responsible for technical accuracy of promotional materials.

The Technical Consultant manage data, produce analysis and interpretations that are key for delivering value to internal/external customers.

With his/her in-depth understanding of customer needs, the Technical Consultant provides product innovation input by anticipating changes and preparing the future.

Functions, Duties, Tasks:

- Reporting line to the Spanish Sw HoB
- Manage complexity of Spain, developing the technical leadership and providing education of the Elanco sales team, KAMs, other TCs.
- Training on Elanco products, therapeutic areas, technical analysis of competition, monitoring use of Elanco products at farm/slaughterhouse level,...
- Support Affiliate Marketing monitor Technical information on competitor products, evaluate and provide comments and recommendations to Marketing Managers, support in developing Marketing strategy and activities
- Conduct statistical analysis with the support of EKS Specialist: increase the quantity and quality of data that can be turned into actions for competitive advantage of Elanco and its customers
- Understand Elanco Corporate, Local Affiliate and Customer needs and decision-making process
- Gives Technical presentation to customers and at national or international scientific meetings
- Monitor, answer and report adverse drug events
- Monitor most relevant publications, identifying product related items (including Adverse Events and Complaints) or items of general interest, comment and distribute.
- Plan and conduct Marketing Studies with registered products for registered indications, after agreement with Marketing (locally and EU HQ)
- Routinely conduct scientific literature review

Minimum Qualification (education, experience and/or training, required certifications):

- Veterinary degree
- Strong knowledge and understanding of the reference veterinary sector and market
- High degree of customer focus
- Interpersonal and teamwork skills for effective interactions with colleagues and customers: build trust, and influence others at both barn/clinic and boardroom levels
- Excellent communication skills, to allow interactions at a personal and remote level with cross-functional teams, including the ability to work efficiently as part of a team
- Organizational skills and time management skills: driven to results for timely, accurate execution
- Demonstrated problem solving ability
- Strong sense of personal accountability
- Sense of curiosity with investigative mindset: data driven, analytic approach to decision-making
- Process Efficiency and JMP training: full confidence in data management, analysis, and reporting
- Project management experience with ability to manage multiple projects and set priorities
- Increase Travelling time to support affiliate needs: 75% Time in field; overnight travel 2-4 nights/week may occur
- English upper intermediate level (spoken & written)
- Driving license

Contact:

Send your CV to eperez@psicotec.es to apply for this job.

Indicate in the mail **subject: Elanco: Technical Consultant Swine**