



JOB POSTING

TERRITORY SALES MANAGER – PACIFIC SOUTHWEST

POSITION SUMMARY

Durvet, Inc. is a member-owned animal health distribution company with more than 50 years of growth, stability, and service to customers across the United States. We are seeking a Territory Sales Manager to support and grow our business throughout the Pacific Southwest region.

This remote Outside Sales and Territory Management position is responsible for developing and maintaining strong relationships with retail accounts, dealer partners, distributors, and vendor representatives while driving sales growth across the Pacific Southwest. This role inherits an established customer base and sales territory while offering significant opportunities to expand market share through account management, account development, business development, and new customer acquisition.

The ideal candidate is a self-motivated sales professional who enjoys building customer relationships, solving problems, and helping customers succeed. Candidates with experience in outside sales, agricultural sales, animal health sales, livestock sales, farm & ranch sales, retail sales, dealer sales, distributor sales, or territory management are encouraged to apply.

COMPENSATION

Base salary starts at \$70,000 and may be higher based on experience and qualifications. This position is also eligible for performance-based incentive compensation.

Additional benefits and compensation information will be discussed during the interview process.

LOCATION

Remote within the assigned territory. Candidates residing within Arizona, Idaho, Nevada, Oregon, Utah, or Washington are preferred.

REPORTING RELATIONSHIP

Reports To: Director of Sales – Dealer & Retail Division

TERRITORY & TRAVEL

This position is responsible for supporting customers throughout the Pacific and Southwest regions, including Arizona, California, Idaho, Nevada, Oregon, Texas, Utah, and Washington. Territory assignments may be adjusted based on business needs.

Regular travel is required throughout the assigned territory, including customer visits, trade shows, industry events, and business meetings. Overnight travel may account for up to 50% of working time.



Business travel expenses and mileage are reimbursed in accordance with company policy.

ESSENTIAL RESPONSIBILITIES

- Develop and maintain strong relationships with retail accounts, dealer partners, distributors, and key decision-makers throughout the Pacific Southwest region.
- Manage and grow an established sales territory through account management, customer retention, new business development, and strategic territory planning.
- Drive sales growth by increasing product placement, sales volume, market penetration, and market share within existing and prospective accounts.
- Conduct in-person and virtual sales calls, business reviews, product presentations, and customer training sessions.
- Prospect and develop new business opportunities while expanding relationships with existing customers.
- Partner with vendor representatives and internal teams to support promotional initiatives, retail merchandising programs, sales campaigns, and channel growth opportunities.
- Serve as a trusted advisor by providing product knowledge, market insights, industry expertise, and solutions that help customers achieve their business objectives.
- Support customer events, trade shows, industry meetings, dealer events, and educational programs as needed.
- Maintain accurate records of customer activity, sales opportunities, territory performance, and business development efforts.
- Stay informed on industry trends, competitive activity, customer needs, and developments within the animal health, livestock, agriculture, farm & ranch, and retail markets.
- Provide exceptional customer service and account support before, during, and after the sale.

QUALIFICATIONS

Required

- 3+ years of outside sales, territory sales, territory management, account management, business development, channel sales, distributor sales, dealer sales, or related sales experience.
- Strong communication, negotiation, presentation, and relationship-building skills.
- Proficiency with Microsoft Office applications.
- Ability to effectively conduct virtual meetings using platforms such as Microsoft Teams or Zoom.
- Ability to travel extensively throughout the assigned territory.

Preferred

- Bachelor's degree preferred. Equivalent combinations of education, industry knowledge, and relevant sales experience will also be considered.
- Experience within animal health, livestock, agriculture, farm & ranch, feed, veterinary, equine, companion animal, or related industries.
- Familiarity with farm store, farm & fleet, dealer, distributor, retail, wholesale, agricultural, or animal health sales channels.



- Experience supporting livestock, equine, companion animal, agricultural, veterinary, or farm & ranch markets.
- Knowledge of retail merchandising, promotions, category management, and e-commerce sales channels.

PHYSICAL REQUIREMENTS

- Ability to sit, stand, and travel for extended periods.
- Ability to operate a computer and other standard office equipment.
- Ability to read and interpret written documents and electronic communications.
- Ability to occasionally lift and move up to 50 pounds.

WHY JOIN DURVET?

At Durvet, our people are the foundation of our success. For more than 50 years, we've built our reputation by doing the right thing, serving our customers well, and supporting one another as a team. We believe in working hard, having fun, and creating an environment where employees are trusted to make a difference. Territory Sales Managers are empowered to manage their territories, build customer relationships, and make a meaningful impact on company growth.

If you're looking for an opportunity to build relationships, grow your career, and represent products that support the health and well-being of animals, we'd love to hear from you.

DISCLAIMER

The above statements are intended to describe the general nature and level of work being performed by individuals assigned to this position. They are not intended to be an exhaustive list of all responsibilities, duties, and qualifications required. Management reserves the right to modify, add, or remove duties as business needs dictate.