



Position Name: Account Specialist
Location: Rochester Hills, MI
Job Posting #: 10-7011001

To Apply: To be considered an applicant, you must complete an employment application located on our website, www.mwivet.com, under the link for Careers, and send to the email or fax listed below. In addition to your application, we also welcome your resume. Resumes submitted without a completed employer application will not be considered. Note: MWI employees may apply by submitting an internal job application to Janine Bernard.

Employment applications accepted through: March 23, 2010
Email: Salesjobs@mwivet.com
Fax: (208) 955-8923

MWI Veterinary Supply Co is an EOE/AA employer

Overview of Job Responsibilities:

The Account Specialist's primary responsibility is to be responsible for generating income by making outbound phone calls to solicit inactive MWI accounts and to reactivate their purchases; inform, educate, and sell to prospective MWI clients (i.e. cold calling); assist in creating name recognition into a new territory (regional or market) for MWI clients (active or potential) by using both phone sales strategies and superior customer service skills. Grow, expand and solidify the customer relationship, hereby securing the purchase pattern of the new and/or reactivated client.

Qualifications/Experience:

Associate's degree in Veterinary Technology or bachelor's degree in an animal health field is preferred, but not required. Two or more years in a call center environment or three or more years experience working in a veterinary clinic is preferred. This position will be located in the Rochester Hills, MI call center.