

Veterinary Business Development Manager

Dômes Pharma – Toronto/CDI

Welcome to Dômes Pharma

Since its founding, Dômes Pharma has been designing, manufacturing, and marketing solutions dedicated to the well-being and health of pets. Established nearly 80 years ago in Auvergne, where it has been rooted for three generations, Dômes Pharma is an independent, family-owned group and a historic player in the veterinary pharmaceutical industry. The group was built on the belief that caring for the animals that share our daily lives means safeguarding the health of all.

With over 400 employees across 8 sites—France, the United Kingdom (since 2016), Germany (2021), the United States (2022), Spain (2023), and now Canada (2026)—the Group reports consolidated revenue exceeding €90 million (2025), with over 35% generated internationally.

Our strategy is clear: to provide veterinarians and pet owners with innovative products and practical services in specialized therapeutic areas such as ophthalmology, epilepsy, poisoning management, anxiety, gastroenterology, and antiparasitics.

This strategy is supported by targeted international expansion: we establish subsidiaries in key regions while maintaining a network of over 40 distribution partnerships worldwide.

Canada, the second-largest animal health market in North America, represents a pivotal step in this expansion. By establishing a presence there, we position ourselves in a dynamic and fast-growing market, leveraging an innovative ecosystem to deploy cutting-edge animal health solutions.

Our Canadian expansion resonates more than ever with our mission: to passionately and humanely (re)invent solutions for the health and well-being of pets, fostering stronger bonds and a better life.

The role's responsibilities

The Veterinary Development Manager is responsible for sustainably and profitably growing business in their assigned region, achieving annual sales targets set by DP CANADA. Their role involves driving revenue growth, building strong customer relationships, and ensuring compliance with industry regulations and company standards.

Join Dômes Pharma and help build a promising future for animal health in Canada!

Key Responsibilities

- Develop new business opportunities and maintain existing activity within veterinary clinics.
- Professionally manage commercial relationships with clients on behalf of DP CANADA.
- Master technical and commercial knowledge of the entire product portfolio.
- Promote products to drive sales through detailing visits, merchandising, training, and presentations.
- Ensure compliance with all applicable standards and regulations.

Core Areas of Responsibility

- Maximize sales opportunities with current and existing accounts.
- Develop strong technical and commercial expertise in the product portfolio and relevant competitors.
- Organize and lead conferences directly in veterinary clinics.
- Attend commercial meetings and promotional trade shows as needed.
- Promote products in accordance with guidelines, using effective sales techniques to boost sales.
- Comply with internal and external standards.
- CRM management and data entry: Log call activities, emails, and other customer communications in the CRM.
- Manage leads and customer contacts.

Functional Relationships

- Internal: Country Manager, Sales Team, Customer Service, Marketing, Technical Services
- External: Veterinarians, Veterinary Technicians (VT), Key Opinion Leaders (KOLs), Distributors, Suppliers

Compensation: Competitive salary based on profile (fixed base + bonus + benefits).

The ideal candidate profile

Sales Experience:

Ideally, you have 5 years of sales experience, preferably in the animal health sector, and are eager to leverage your expertise to develop a fast-growing market.

Veterinary Market Knowledge:

A strong understanding of how veterinary clinics operate, as well as the needs of veterinarians and veterinary technicians, is a plus.

Interpersonal Skills:

You excel at building and maintaining trusting relationships with healthcare professionals and enjoy collaborating with multidisciplinary teams.

Autonomy and Entrepreneurial Mindset:

You can independently manage your territory while strategically building and structuring your business development.

Communication and Training:

Ability to lead training sessions, Lunch & Learn events, and conferences in clinics to share best practices and promote innovative solutions.

Mobility:

Willingness to travel regularly within your territory to meet clients and organize on-site events.

Results-Driven:

You are motivated by commercial growth and achieving ambitious targets.