



Stick Your Neck Out

Regional Veterinary Industry Consultant- Pet Health Insurance

Full-time, Remote, Boston/New England-based

<https://bhcteam.com/careers/>

Do you want to improve the lives of pets from a top-down approach by offering personalized business strategy coaching, training, and education to those in the pet health insurance sector of veterinary industry?

Do you enjoy being in the field and offering hands-on guidance and training?

Do you have a background in sales, strategy development and implementation, and business growth?

Blue Heron Consulting is looking for a Regional Veterinary Industry Consultant to join our team. Veterinary Industry Consultants work with one of our biggest veterinary medicine industry clients, Trupanion, to coach Trupanion's sales reps on business and sales strategy for Trupanion Pet Health Insurance. Veterinary Industry Consultants provide consulting, business, strategy, and training via phone and conference calls as well as in the field by conducting ride-alongs.

To learn more about what our Veterinary Industry Consultants do, check out our website: <https://bhcteam.com/industry-coaching/>

About Us

Our mission is to improve the lives of veterinary professionals while enhancing client experience, building sustainable profitability, and elevating the quality of care for all animals. Blue Heron Consulting believes we can advance our veterinary profession by helping our industry clients in many ways including field sales training and support, company culture, business strategy and execution, executive leadership growth and development, and everything in-between. Our team consists of veterinarians, private practice owners, hospital administrators and veterinary industry professionals with years of leadership and sales experience.

Position Summary

As a Blue Heron Consulting Regional Veterinary Industry Consultant, you will:

1. Serve as a general consultant and trusted advisor to independent business owners in New England, responsible for overseeing their development and professional growth.
2. Provide remote and on-site (in veterinary hospital) training and coaching to clients.
3. Coordinate the efforts with additional BHC Field Consultants.
4. Travel throughout the Boston and New England area to consult on the development, growth and sustainability of independently owned field support businesses.

5. Analyze a business taking into account market factors from within and outside of their territory.
6. Convey strategy and plans in such a way that they will be adopted as practice by a business owner.
7. Conduct business planning and goal setting strategy with business owners that align with the goals of the organization.
8. Teach business owner sales planning, execution and follow up
9. Demonstrate expertise in selected areas of specialty as defined by a combination of self-evaluation, client feedback and feedback from management.
10. Travel 40-60% of the time within Boston and New England states.

Ideal Candidate

- Proof of COVID-19 vaccination (required)
- 3+ years of sales and business development experience
- Demonstrate experience leading without authority; be an influencer
- Consult with a diverse range of clients showcasing the ability to adapt consulting style based on client goals, personality, communication preference, skill level, etc.
- Connect on a personal and professional level with business owners
- Develop a results-driven consulting strategy
- Assist in the development and execution of a strategic plan
- Give guidance and constructive feedback as needed in a field setting

Compensation and Benefits

- \$70,000-\$100,000 base salary plus bonuses
- Full time position: 40 hours/week
- Fully remote position
- Semi-flexible work schedule
- Health insurance
- Dental and vision insurance
- 4 weeks of PTO annually
- 5 week paid sabbatical at 5 year anniversary with Blue Heron Consulting
- 401K with 3% matching
- Short-term and long-term disability insurance
- Pet health insurance policy for one pet
- CE PTO and allowance

To Apply:

Please email your resume and cover letter to info@bhcteam.com by Friday, July 1, 2022.

Blue Heron Consulting is an equal opportunity employer and does not discriminate on the basis of race, national origin, gender, gender identity, sexual orientation, protected veteran status, disability, age, or other legal protected status.