

Jobdescription

Job Title: Key Account Manager South of England (Veterinary Ophthalmology)

Location: Field-based, covering the South of England with a strong focus on London and surrounding referral practices

Reports to: Managing Director, Genumed Animal Vision

About Genumed Animal Vision

Genumed Animal Vision is the first company in the UK and Germany dedicated exclusively to veterinary ophthalmology for companion animals.

We combine cutting-edge technologies, scientific expertise, and clinical education to support veterinary specialists in improving patient outcomes.

Our portfolio is exclusively curated to meet the needs of veterinary ophthalmologists from surgical and diagnostic innovation to treatment solutions supported by a collaborative education network and industry-leading training.

Role Overview

We are seeking an experienced and commercially astute Key Account Manager to lead sales growth across the South of England, with particular emphasis on London's specialist and referral network. This role will suit a seasoned professional with a strong track record in medical device or animal health sales, ideally within ophthalmology or other technical specialities. You will act as a trusted partner to veterinary ophthalmologists and referral centres, driving adoption of Genumed's premium portfolio and building lasting strategic relationships.

Key Responsibilities

- Develop and implement a targeted territory business plan to achieve growth objectives across the region.
- Build and nurture long-term partnerships with key veterinary ophthalmologists, specialists, and hospital decision-makers.
- Engage in consultative, value-based selling, linking clinical outcomes to commercial success.
- Deliver technical product training, in-clinic demonstrations, and surgical or diagnostic support as required.
- Identify, develop, and manage strategic accounts and KOL relationships in alignment with company priorities.
- Collaborate with the marketing, education, and medical teams to support events, workshops, and scientific meetings.
- Monitor market trends, competitive activity, and emerging needs to inform portfolio development.
- Maintain accurate CRM records, pipeline management, and business forecasting.

Candidate Profile

Essential:

- Minimum 5 years' experience in medical device or animal health sales, ideally with exposure to surgical or specialty markets.
- Demonstrated success in key account management and relationship development at referral or hospital level.
- Strong technical aptitude and ability to engage credibly with clinicians on complex or surgical products.
- Excellent communication, negotiation, and business planning skills.
- Self-motivated, strategic thinker with a results-driven mindset.
- Full UK driving licence and flexibility to travel extensively across the South of England.

Desirable:

- Experience in ophthalmology, optics, surgical implants, or therapies.
- Existing network within the veterinary referral or ophthalmology community.
- Background in life sciences, animal health, or biomedical engineering.

Why Join Genumed Animal Vision

- Join a pioneering specialist company shaping the future of veterinary ophthalmology.
- Be part of a high-performance, education-driven culture that values integrity and expertise.
- Competitive base salary and bonus.
- Opportunity for career progression as Genumed expands.