

Hatchery Technical Service Representative

The position should reside in the territory (PA, DE, MD, OH, VA, WV, NY), preferably near Salisbury, MD, or Southeast PA.

Minimum travel of 60%

Zoetis is the leading global animal health company and is dedicated to supporting customers and their businesses in ever better ways and that is possible due to the great people who work here! Zoetis has a great career opportunity for a Hatchery Technical Service Representative who will provide regional technical and biological support for Zoetis's poultry vaccine application business in broiler, broiler/breeder, turkey, and layer hatcheries. Although broad in scope, the primary customer focus is poultry companies that utilize Embrex Inovoject inovo vaccination devices. The representative is expected to provide device training on operation and technique, monitor operations and devices data, and measuring of the vaccination devices and supporting processes, and provide detailed effective feedback to ensure that customers both internal and external are operating at peak efficacy. At Zoetis our mission is simple yet profound - our products, services, and people will be the most valued by animal health customers around the world. Interested candidates are encouraged to apply immediately.

POSTION RESPONSIBILITIES:

The key responsibility for this position is to be competent in the qualitative and quantitative assessments of all aspects of the Embrex systems, related processes and hatchery environments. The candidate will need to possess the ability to communicate in group settings to effectively train internal and external personnel regarding the operation of the Inovoject systems and processes. Additionally, the candidate needs to be competent in teaching and/or discussing interactive factors such as embryo development, microbial challenges, and hatchery logistics to optimize Inovoject processes in the hatchery. The role requires applied biological knowledge of embryonic development, incubation, microbiology, and an understanding of commercial poultry operations and the responsibility of using this knowledge to assist with training new Technical Service Representatives as well as the development of field service personnel in their territory. This role will manage quarterly evaluations that are completed on-site at each device location.

EDUCATION AND EXPERIENCE:

A minimum of a Bachelor's degree in Poultry Science, Animal Science, or a related field and 4 years of experience in a hatchery or related field is required. A graduate degree would be well utilized as this position requires scientific and technical skills.

TECHNICAL SKILLS REQUIREMENTS:

- Exceptional verbal and written communication skills
- Ability to present and be comfortable with public speaking in small crowds, as well as in one-on-one conversations

- Ability to efficiently manage time
- Ability to work independently and be self-motivated
- Ability to manage trials and the supporting data and communicate findings
- Applied biological knowledge of hatchery operations
- Effectively utilize a computer and Microsoft Office programs (Outlook, PowerPoint, Excel, Word)
- Ability to present to large customer groups or at conferences

PHYSICAL POSITION REQUIREMENTS:

- Majority of work is in hatcheries where exposure to potentially hazardous conditions is common
- Heat and humidity above average is common
- Available for unusual work hours is necessary
- Available for on-call

Please be aware that specific customers of Zoetis have implemented policies that require proof of full COVID-19 vaccination before entry into their facilities will be permitted. As presently advised, those policies do not allow pre-COVID-19 screening or a negative PCR or rapid test as a substitute for full vaccination. Because this job requires access to facilities of customers who have implemented such policies, candidates will be required to provide proof of full vaccination status against COVID-19 as part of the background screening process.