

Job Title:	Director of Strategic Partnerships
Location:	St. Joseph, Missouri (remote)
Department:	Commercial
Reports To:	Chief Executive Officer
Date Posted:	March 1, 2025

Company Overview

Clipper Distributing Company LLC is a prominent leader in the animal health industry. Our mission is to improve animal health and welfare by bolstering the brands and services for a diverse range of manufacturing suppliers, while at the same time, providing high-quality products to our distribution partners, veterinarians and agricultural businesses. We pride ourselves on our commitment to our logistical services, customer satisfaction, and industry-leading solutions that position us as a trusted partner in the animal health sector. Our company is dedicated to advancing the well-being of animals through a customer-centric approach and efficiency within the supply chain.

Position Overview

The Director of Strategic Partnerships will be responsible for driving business growth by cultivating and strengthening relationships with vendors and distributors within our market and channel. This position focuses on expanding our product portfolio, enhancing vendor collaboration, and identifying both new vendor and new distribution opportunities to maximize sales. The ideal candidate will have a strategic mindset, strong interpersonal skills, and a proven track record in business-to-business relationship management and market development within the animal health industry.

Key Responsibilities

Strategic Growth	<ul style="list-style-type: none"> Develop and implement strategies to expand the company's footprint within the current market and various channels that serve distributors, customers and consumers. Collaborate with internal teams to identify market gaps and recommend new products or services to meet customer needs. Analyze market trends and competitor activities to uncover growth opportunities.
Business Development	<ul style="list-style-type: none"> Identify and pursue new business opportunities by analyzing market trends, strengthening the organization's external network and identifying potential partnerships. Research and target prospective vendors to expand the company's product offerings to its current distribution network. Build a pipeline of high-value prospects by leveraging industry knowledge, networking events, and market research.
Distributor Network Expansion	<ul style="list-style-type: none"> Expand the company's reach by identifying and engaging with current and potential distributors in target markets to identify opportunities. Strengthen relationships with current distributors to maximize sales and improve market penetration with product portfolio. Monitor distributor performance and provide support to drive results.
Enterprise Account Development	<ul style="list-style-type: none"> Monitor corporate account and large-scale hospital group performance, analyzing sales data to identify opportunities for growth and areas requiring additional support. Develop and execute strategic growth plans tailored to the unique needs of enterprise accounts, including, centralized procurement, multi-location service support and supply chain optimization. Act as the primary liaison for corporate account and large-scale hospital groups, ensuring consistent communication and alignment on partnership goals.
Partnership Management	<ul style="list-style-type: none"> Act as the primary point of contact for select key partners, ensuring alignment on goals and objectives. Build collaborative partnerships that drive long-term business growth. Resolve issues and maintain high levels of partner satisfaction.
Stakeholder Relations	<ul style="list-style-type: none"> Serve as a commercial spokesperson of the company to stakeholders, including manufacturers, distributors, partners, and the animal health community. Build and maintain strong relationships with key stakeholders to support business growth and reputation. Ensure clear and consistent communication with senior leadership, providing updates on company performance and strategic initiatives.

Qualifications and Requirements

- Bachelor's degree in Business Administration, Marketing, Animal Science, or a related field; MBA or equivalent advanced degree a plus.
- 7+ years of experience in business development, strategic partnerships, or vendor/distributor management, preferably in a B2B environment.
- Proven ability to develop and execute growth strategies and close deals.

- Strong negotiation, communication, and interpersonal skills.
- Analytical mindset with the ability to assess market data and make data-driven decisions.
- Experience in the veterinary, healthcare, or related industries is a plus.
- Ability to travel 50% (in vehicle and/or air) with varying overnight stays monthly; includes limited but some weekend/evening work based on business meeting needs.

Application Instructions: Interested candidates are invited to submit their resume and cover letter outlining their qualifications and experience to cshigematsu@clipperdist.net by March 31, 2024.

Clipper Distributing Company LLC is an equal opportunity employer and encourages applications from candidates of all backgrounds. We thank all applicants for their interest in this opportunity; however, only those selected for an interview will be contacted.