

# INTERNAL VACANCY

**Job title :** In House Sales Representative

**Location:** Southampton

**Job Summary**

An office based sales role focussed on developing relationship with clients using the telephone and other types of digital communication to actively increase sales within a defined region. The activities of this role will be measured by the achievement of agreed sales targets.

**Main Duties and Responsibilities**

- Using telephone and digital tools to drive sales growth
- Development, refinement and implementation of successful telephone/customer scripts
- Data mining/account hunting activity to drive growth
- Account management to retain existing client base
- Managing accounts, with a large focus on developing new sales and expanding customer base
- Target, identify and secure new customers and accounts
- Promoting the complete Primerdesign catalogue
- Preparing quotes and samples
- Managing follow-ups
- CRM management and maintenance
- Occasional field visits to customers
- Provide basic technical support
- Training of customers
- Give regular feedback, such as reports, on the competitive landscape
- Actively look for new opportunities for the Company through customer contact and feedback
- Support Sales and Marketing colleagues

**Qualifications and Experience Required**

- Biological science post-graduate qualification essential
- Strong, personable telephone manner
- Organised self-starter and self-motivator
- Resilient completer/finisher
- Good work ethic and interpersonal skills
- Excellent communication talents
- Co-operative and helpful attitude
- Real-time PCR experience ideal

Hours of Work	37.5 per week
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To apply for this vacancy please send your application to Wendy Karban, Group HR Manager, [wendy.karban@novacyt.co.uk](mailto:wendy.karban@novacyt.co.uk)