

INTERNAL VACANCY

Job title : Technical Sales Representative

Location: Southampton

Closing date :

Job Summary

To develop the UK business and increase sales, primarily within academia, for Primerdesign's real-time PCR kits and reagents. This is a field based sales role covering the South of the UK.

Main duties and responsibilities

- Maintain and develop relationships with clients to increase sales
- Managing accounts within the south of the UK, with a large focus on academia
- Data mining/hunting activity to drive growth
- Promoting the complete Primerdesign catalogue
- Preparing quotes and samples
- Managing follow-ups
- Planning and managing face-to-face client meetings
- Managing conference participation
- Providing basic technical support
- Training of customers

Qualifications and experience required

- **Real-time PCR experience with post-graduate qualification essential**
- Organised self-starter
- Strong completer/finisher
- Good work ethic and interpersonal skills
- Excellent communication talents
- Co-operative and helpful attitude

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