

# INTERNAL VACANCY

**Job title :** Distributor Sales Manager Microgen Bioproducts (2 vacancies)  
**Location:** 1 role to cover EMEA and 1 role to cover Asiapac (field based in region)  
**Closing date :** 10 November 2017

## Job Summary

Reporting into the MD Microgen Bioproducts, you will be responsible for International Microgen Bioproduct sales primarily covering AsiaPac or EMEA. The role will include active distributor management, working with, and securing new OEM partners for the region. As Distributor Sales Manager, your negotiation skills with distributors are key, you will be expected to identify and create unique agreements internationally, identify the most profitable diagnostic markets, develop strategies to enter them and ensure that you are gaining the highest amount of revenue for the business.

## Main duties and responsibilities

- Leading the creation of a sales strategy & tactics in order to identify the right markets with the right distributors to deliver budgeted sales, drive the sales pipeline and ensure revenue growth
- Active management of Distributors, through the appointment and releasing of distributors based on their performance
- Ensure valid contracts are in place with partners
- Effectively planning, analysing and managing performance of key channel relationships, with both Distributors and OEM partners (understanding of 4Ps)
- Work with Marketing to develop materials to competitively position the products in chosen markets
- Work with after-sales to ensuring maximum support for Distributors and OEM partners
- Work with regulatory, after-sales and R&D teams to manage new product launches and new markets
- Work with Customer Services/Sales order management to ensure timely and accurate delivery
- Ensure visibility around terms, pricing and discounts, ensuring prices are agreed with distributors and the organisation is aware of these agreements
- Supply forecasts and outlooks as and when required
- Actively support Distributors and OEM partners in the field, at conferences, training events and sales meetings

## Qualifications and experience required

- Degree level qualification or equivalent in Life Sciences and/or Diagnostics
- Strong experience in international distributor management with a proven track record in achieving profitable sales growth
- Strong knowledge or understanding of the Medical and Food Diagnostic markets
- Demonstrating a track record in devising and executing a channel management strategy
- Experience of working with distributors outside of Europe
- Strong leadership and communication skills
- Capable of influencing people internally and externally
- Strong negotiation skills
- Strong team worker

## Other requirements

- Willingness to travel extensively throughout the Region
- Cultural awareness
- Outstanding interpersonal skills
- Able to make decision independently when required
- Self-motivated and driven

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| Hours of Work | 37.5 hours per week |
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For further information or to apply for this vacancy please e-mail Wendy Karban, Group HR Manager,  
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