

INTERNAL VACANCY

Job title : Technical Sales Representative: Scotland & Scandinavia
Location: Field-Based, live close to Edinburgh Airport
Closing date : 6th April 2018

Job Summary

To seek out and engage with customer prospects in the field in order to retain, grow and acquire revenue to achieve sales targets through promotion of the Primerdesign catalogue of products

Main duties and responsibilities

- Retain, grow and acquire to drive growth of 34% for Scotland and 20% growth for Scandinavian countries, by end of 2018.
- Achieve sales retention, growth and acquisition through on-road activities 4 days plus 1 day per week for administration activities.
 - On road activities to include face-to-face meetings; conference participation;
 - Administrative day provided for diary planning; weekly team dial-in call;
- Contribute to monthly team sales meetings held at HQ
- Promote complete Primerdesign catalogue of products through leveraging features & benefits
- Ensure Customer Relationship Management system is kept up to date with relevant data
- Provide front-line Tech Support as part of building trust and relationship with client
- To contribute with any other reasonable duties where and when required

Qualifications and experience required

The ideal candidate following qualifications, skills and experience.

- Postgraduate qualification (Desirable)
- Real-time PCR Experience
- Strong sales experience in Life Sciences

Hours of Work	37.5 hours per week
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For further information or to apply for this vacancy please e-mail Kay Campbell, HR Administrator, kay.campbell@novacyt.co.uk