

# INTERNAL VACANCY

**Job title :** Account Manager, EMEA - Primerdesign

**Location:** Southampton

**Closing date :** 25 April 2018

**Job Summary**

Reporting to the Head of Sales –International Markets, this role is responsible for account managing sales covering Europe, Middle East & Africa. The role will include managing direct customers, active distributor management and identifying new sales opportunities for the EMEA region.

**Main duties and responsibilities**

- Working with distributors in the EMEA region to deliver budgeted sales, drive the sales pipeline and ensure revenue growth
- Ensure valid contracts are in place with partners
- Identify new sales opportunities within existing accounts to retain a client-account manager relationship by up-selling and cross-selling
- Working with after-sales to ensure maximum support for customers and distributors
- Working with Customer Services/Sales order management to ensure timely and accurate delivery
- Actively support distributors in training events and sales meetings within the assigned EMEA countries
- Provide accurate forecasting to meet/exceed budget and manage key opportunities
- Drive for customer satisfaction and increase competitive advantage by building trust and relationships
- Liaise with internal teams on financial, contractual, logistics and product registration matters for the assigned EMEA countries
- Coordinate and provide regular revenue reports to distributors
- Proactively communicate with Primerdesign distributors, by regular calls and email correspondence, to ensure their projected revenue targets are being fulfilled

**Qualifications and experience required**

- Degree Level qualification or equivalent in Life Sciences
- Experience of selling into the life science Research and Diagnostics Market
- Distributor Management experience
- Experience in the PCR market place
- Proven track record of success
- Significant experience of managing a distribution network across Europe, Middle East and Africa
- Ability to build networks and positively influence sales outcomes
- Strong negotiation skills

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](mailto:kay.campbell@novacyt.co.uk)