

INTERNAL VACANCY

Job title : Sales Executive – In House Sales

Location: Camberley – Microgen

Closing date : 26th October 2018

Job Summary

Reporting into the Head of Sales EMEA/NA, Microgen Bioproducts, you will be working with the United Kingdom and Ireland Sales Manager to actively manage direct sales in food and healthcare accounts in the region.

This office-based telephone sales position will focus on managing key NHS customer accounts and developing and maintaining business in the wider healthcare and food and industry sectors. You will be expected to identify develop, maintain and strengthen these relationships to ensure that you are gaining the highest amount of revenue for the business. A great opportunity for a science graduate with experience working to targets in a telephone or face to face sales role or with any customer-facing work experience, who is looking to move into scientific sales

Main duties and responsibilities

- Manage key NHS sales and develop sales growth in healthcare and food & industry sectors.
- Identify and qualify telephone sales opportunities via outbound calls, sales leads & email communication.
- Develop excellent relationships via phone-based communication to new and existing customers.
- Research strategies to develop relationships with prospective customers and search for high quality sales leads from desktop research.
- Ensure all customer contacts are inputted into the company customer database.
- Effectively planning, analysing and managing performance of relationships (understanding of 4Ps).
- Work with Marketing to develop materials to competitively position the products in chosen markets.
- Work with Customer Service, After-Sales, Regulatory and R&D teams to ensure customer satisfaction.
- Work with Head of Sales and the UK & Ireland Sales Manager to structure account management to maximise coverage of UK sales accounts.
- Provide quotations to customers and actively manage follow up process to maximise sales.
- Ensure visibility around terms, pricing and discounts and the organisation is aware of these agreements.
- Supply forecasts and outlooks as and when required.
- Enable excellent communication and team work within sales & marketing and wider company teams.
- Attendance at trade shows, seminars, conferences and visits to key customer sites when required.

Qualifications and experience required

- Degree level qualification or equivalent in Life Sciences or Clinical Science subject, knowledge of microbiology, biochemistry or biology favoured.
- Telephone sales, face to face sales or customer facing work experience ideally.
- Excellent relationship-management, negotiating and communication skills.
- Capable of influencing people internally and externally.
- Strong team player.

Other requirements

- Self-motivated, driven, high-energy individual with a passion for sales.-
- Cultural awareness.
- Outstanding interpersonal skills.
- Able to make decision independently when required working within a team structure.

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 kay.campbell@novacyt.com

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