

INTERNAL VACANCY

Job title: Account Manager (Primerdesign)

Location: Based in the South of England

Closing date: 31st January 2019

Job Summary

Reporting into the Head of Sales: Northern Europe, you will be responsible for Southern England Primerdesign sales activities. The role will include direct sales in key accounts and some distributor management with a particular focus on the Golden Triangle.

Main duties and responsibilities

- Responsible for the creation of a sales strategy & tactics in order successfully retain, grow and acquire accounts to deliver budgeted sales, drive the sales pipeline and ensure revenue growth;
- Categorisation of accounts to ensure maximum & effective coverage of accounts whilst; prioritising high value, high opportunity accounts;
- Maintain and develop customer relationships;
- Data mining/hunting activity to drive growth and aid delivery of budgeted sales;
- Promoting the complete Primerdesign catalogue;
- Preparing quotes and samples;
- Planning and managing face-to-face client meetings;
- Working with Marketing to manage conference participation;
- Provide basic technical support;
- Training of customers;
- Work with all parts of the business to ensure premium customer care;
- Supply forecasts and outlooks as and when required.

Qualifications and experience required

- Degree level qualification or equivalent in Life Sciences
- Strong experience in UK sales with a proven track record in achieving profitable sales growth
- Good understanding of Healthcare & Life Science Research markets
- Experience of selling to and managing key accounts
- Strong negotiation and communication skills
- Capable of influencing people internally and externally
- Strong team player

Other requirements

- Willingness to travel extensively through the region
- Cultural awareness
- Outstanding interpersonal skills
- Able to make decisions independently when required
- Self-motivated and driven

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