

VACANCY

Job title : Business Development Manager

Location: Southampton (Primerdesign)

Closing date : 23rd April 2019

Job Summary

Primerdesign, part of the Novacyt Group, is a fast growing, dynamic qPCR specialist company looking for an energetic individual to join its management team. The Business Development Manager will be an experienced specialist in the IVD industry with significant knowledge and a professional network in the IVD commercial arena. The successful candidate will be responsible for delivering revenues associated with product development/ consultancy/manufacturing for B2B partners.

The Business Development Manager will also be responsible for identifying and researching new product development targets to fulfil the Group's ambitious product development pipeline goals.

The role is Field based with regular time spent at the company's Southampton office and will involve international travel.

Main duties and responsibilities

- B2B selling of product development/consultancy/manufacturing services/OEM or Private label of Primer design's portfolio
- Working closely with Diagnostic, Industrial and other kit manufactures to supply kits, products or components to be included in their products or portfolios
- Market research for new product development
- Clinical IVD product launch planning and execution
- Possible opportunities in M&A projects dependent on aptitude and experience
- The individual will be expected to work closely with the regular sales team
- Also expected to work closely with the Corporate strategic Business Development Director on longer term/R&D critical business opportunities.
- Provide regular sales forecasts and updates. Manage CRM database and update pipeline on a regular basis
- Occasional involvement with negotiating and securing OEM opportunities for other parts of the Novacyt group.
- Active member of the Sales management team

Qualifications and experience required

- Significant experience in IVD sales
- Proven track record selling contract/large ticket items/negotiating strategic partnerships
- Experienced in leadership/line management
- Target driven/Revenue driven personality traits
- Experience of clinical product launch planning
- High energy and motivation levels
- Driven sales professional

Desirable

Experience with molecular IVD products

Experience with PCR based products

Hours of Work	37.5 hours per week
---------------	---------------------

For further information or to apply for this vacancy please e-mail Kay Campbell, HR kay.campbell@novacyt.com