

VACANCY

Job title: Territory Account Manager (TAM) – North of England

Location: Field Based – Primerdesign

Closing date: 13 December 2019

Job Summary

To seek out and engage with customers and prospects in the field in order to retain, grow and acquire revenue to achieve sales targets through promotion of the Primerdesign catalogue of products. Customers will be a mix of academic, industrial and biotech customers using qPCR for research and analytical testing purposes. A key element of success will be successfully identifying, converting and retaining high value customers.

Main duties and responsibilities

- Retain, grow and acquire revenue to drive growth
- Achieve sales retention, growth and acquisition through on-road activities 4 days per week with 1 day per week protected for administration activities
- On-road activities to include face-to-face meetings and exhibitions
- Admin day provided for prospecting, diary planning and weekly team dial-in call
- Develop and implement a territory strategy to increase effectiveness and productivity
- Promote complete Primerdesign catalogue of products by leveraging features and benefits
- Respond to client contact/requests within 24 hours
- 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
- Maintain Entropy training record
- To contribute with any other reasonable duties where and when required

Qualifications and experience required

- Postgraduate qualification desirable
- Real – time PCR experience essential
- Strong sales experience essential, preferably in Life Sciences
- Strong negotiation and communication skills essential
- Ability to guide a customer through the sales cycles from prospect to close

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