

VACANCY

Job title : National Account Manager

Location: Field Based

Closing date : 28 February 2020

Job Summary

Reporting into the UK & Ireland Sales Manager, Microgen Bioproducts & Lab21 Healthcare Ltd. you will be responsible for all direct sales into Healthcare accounts for Microgen Bioproduct & Lab21 Healthcare Ltd.

This national role in the United Kingdom will focus on managing key NHS customer accounts and developing and maintaining business in the wider national and private Healthcare market sectors. You will be expected to identify, develop, maintain and strengthen relationships to ensure that you are gaining the highest amount of revenue for the business.

Main duties and responsibilities

- Responsible for the creation of a sales strategy & tactics in order to successfully retain, grow and acquire accounts to deliver budgeted sales, drive the sales pipeline and ensure revenue growth
- Plan and manage face-to-face client meetings
- Maintain, develop, analyse and manage performance of customer relationships (understanding of 4P's)
- Proactively seek new business to drive growth and aid delivery of budgeted sales
- Negotiate with customers on pricing to successfully close opportunities
- Ensure valid contracts are in place with customers and purchasing organisations.
- Provide technical support and training where required to customers.
- Work with Marketing to develop materials to competitively position the products in chosen markets
- Work with after-sales to ensuring maximum support for customers
- Work with regulatory, after-sales and R&D teams to manage new product launches and new markets
- Work with Customer Services/Sales order management to ensure timely and accurate delivery
- Ensure visibility around terms, pricing and discounts, ensuring prices are agreed with all customers and managed service partners and the internal organisation is aware of these agreements
- Provide accurate, timely reports and forecasts to Sales Director and Management
- Actively support the UK & Ireland Sales Manager in the field, at conferences, seminars, training events and sales meetings with sales and technical assistance.

Qualifications and experience required

- Degree level qualification or equivalent in Life Sciences or Diagnostics.
- Strong experience in UK market sales with a proven track record in achieving profitable sales growth.
- Good understanding of the NHS and overall Healthcare markets
- Demonstrating a track record in devising and executing a Healthcare sales strategy
- Experience of selling to and managing Key Accounts in UK market.
- Strong negotiation and communication skills
- Capable of influencing people internally and externally
- Strong team player

Other requirements

- Willingness to travel extensively throughout the Region
- Cultural awareness
- Outstanding interpersonal skills
- Able to make decision independently when required
- Self-motivated and driven
- Valid UK Driving License

Please ensure that you notify your current manager that you are applying for an Internal position.

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