

# VACANCY

**Job Title :** Territory Account Manager (TAM) – Scotland and Ireland  
**Location:** Field - Based

**Job Summary**

Reporting into the North UK Sales Manager, you will be responsible for Novacyt sales activities in Scotland and Ireland. The role will include direct sales into all clinical accounts, with a key focus on new customer acquisition.

**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 Novacyt catalogue
- Preparing quotes, contracts 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 market
- 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**

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

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

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](mailto:kay.campbell@novacyt.com)