

# NOVACYT

## GROUP VACANCY

**Job title:** Senior Territory Account Manager – 4 Vacancies

**Location:** London/Midlands/Yorkshire/Scotland

### **Job Summary**

Reporting to the Regional Sales Manager for North/South UK, you will be responsible for managing a group of pathology networks and / or accounts in the NHS. Implementing robust sales strategy to achieve the highest amount of revenue for the business and the on-going adoption and expansion of our product pipeline. Strategic sales activities will focus on our unique clinical diagnostic portfolio. This currently includes best in class respiratory and transplant diagnostic products.

You will display a clear drive to win new business; a sense of urgency will be key as the role will involve working in a fast-paced environment where actions need to be taken quickly and executed effectively. Novacyt require a strategic thinker with a drive for new business development, engaging with influential clinical and service-orientated stakeholders. This will involve operating within complex accounts and developing relationships at multiple levels of authority.

Key objectives will include developing strategy for your designated accounts, new market access channels, customer relationship management, forecasting and dynamic territory planning. Pre-existing relationships within the industry, experience of NHS strategy, Pathology consolidation and patient care pathways, procurement process and knowledge of competitor solutions are essential to be successful in this environment.

### **Main duties and responsibilities**

- Participate in activities relating to quality compliance for the design, manufacture, sale, and global distribution of products
- Support for internal and external audits
- Generate, review, and amend quality system documentation
- Managing the company's key supplier base from a quality perspective
- Support and develop data for the input into the site management reviews
- Review of technical, regulatory and QMS documentation including CE marketing technical files where required
- Active participation in the site complaint investigation and vigilance reporting processes and site PMS activities where required
- Provide quality support to other departments

### **Qualifications and experience required**

- Degree level qualification or equivalent experience in Molecular, Life Sciences or Diagnostics
- Experience of selling to and managing NHS pathology accounts in the UK market; more specifically, experience with molecular, microbiology and / or virology laboratories
- Evidence of developing business, demand and revenues within the NHS
- Pre-existing relationships in the NHS and the industry
- Understanding of the NHS, healthcare market and patient care pathways
- Strong negotiation and communication skills
- Capable of influencing people internally and externally
- Strong team player; and
- Use of CRM systems.

### **Other requirements (desirable)**

- Salesforce CRM
- Knowledge of molecular biology (PCR/qPCR) and microbiology testing
- Understanding of pathology operations and processes
- Willingness to travel throughout the relevant sales area
- Interpersonal skills and cultural awareness; and able to make decisions independently, 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

For further information or to apply for this vacancy please e-mail HR, [recruitment@novacyt.com](mailto:recruitment@novacyt.com)