

# NOVACYT GROUP VACANCY

**Job title:** Strategic Sales Director – 3 Vacancies

**Location:** North, Mid, South UK

## **Job Summary**

Reporting into the Head of Sales for NHS / Government, you will be responsible for such senior sales and business development activities that significantly contribute to the P&L and positioning of Novacyt within this market sector. Identifying and exploring new routes to market and establishing senior relationship networks, you will be influential in the continued development of the NHS / Government business.

You will work closely with the Head of Sales in the planning and implementation of business growth strategies to further develop market share, reference sites and key opinion leaders, and continued growth. The role will involve operating effectively across a matrix of managers within Novacyt to deliver on key business goals.

It is expected that significant relationships are established at a senior level within NHS Pathology, Public Health and Government in order to influence and drive success.

Furthermore, it is envisaged that your knowledge of current and future market requirements for solutions and / or services will influence such developments in Novacyt; thereby, creating differentiation and value add in high margin sectors.

## **Main duties and responsibilities**

- Working closely with the Head of Sales, the Commercial Development Manager and the Regional Sales Manager, you will drive innovative routes to market; positively influencing market access, segmentation, go to market strategy and P&L;
- Deliver on network or account-based sales targets and profitability
- Leverage sales opportunities through procurement frameworks and tender activities
- Identify ways to support new portfolio adoption and market access including diagnostic and research for use products, use cases, reference sites and key opinion leaders (KOLs)
- Further strategic business relationships within the NHS and KOLs to support the positioning of Novacyt within the market sector
- Actively seeking to promote and drive adoption of solutions and / or services within the diagnostics' market
- Working with the Head of Sales to continually ensure that any business intelligence and market dynamics are understood, and further utilized to drive the business, P&L and market share.

## **Qualifications and experience required**

- Degree level qualification or equivalent in Life Sciences or Diagnostics
- Senior sales background and proven track record of influencing, closing and delivering profitable sales growth
- Strong commercial skills and experience of driving sales and creating pipeline through innovative products within the NHS
- Establish relationships within the market sector
- Good understanding of the NHS, pathology, public health and clinical diagnostic environments
- Strong negotiation and communication skills
- Able to make decisions quickly and independently and Self-motivated, driven and strong team player.

**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 HR, [recruitment@novacyt.com](mailto:recruitment@novacyt.com)