

## VACANCY

**Job title:** Territory Account Manager - Midlands

**Location:** Field-Based (Midlands)

We are Novacyt, a rapidly growing diagnostics group specialising in infectious diseases. We have a number of successful brands and serve a large global customer base, from hospitals to large corporates.

Primerdesign, part of the Novacyt Group, is a leading provider of RT PCR solutions. We have thousands of happy customers based across the globe and have a real ambition to drive our business forward and achieve even more. We have delivered exceptional products to combat formidable challenges. We developed the world's first swine flu detection kit, played an important part in uncovering the UK's horse meat scandal and are currently producing high-performing detection kits to support the fight against COVID-19.

We're now looking for a Territory Account Manager to join our team on a full-time basis working 37.5 hours per week.

### **Job Summary**

Reporting to the Regional Sales Manager for North UK, you will be responsible for direct sales and driving adoption of Novacyt's products into NHS accounts within your territory.

This role will be pivotal to build a platform for future business with the NHS. The candidate will display a clear drive to win new business and develop new relationships from the ground up. Previous experience of the NHS sales process is critical, with contacts within key Pathology departments.

Activity will focus on Novacyt's COVID-19 clinical diagnostic portfolio and related products within Novacyt Group. You will be expected to quickly identify, develop, maintain and strengthen relationships to ensure that you are gaining the highest amount of revenue for the business and adoption of our products in the NHS. 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 efficiently.

Novacyt need a strategic thinker with a drive for new business development, that can engage key stakeholders within complex accounts at multiple levels of authority. Key objectives include new business development, relationship management, CRM management, forecasting and clear account & territory planning.

### **Main duties and responsibilities**

- Responsible for the creation of a territory strategy & tactics to successfully retain, grow and acquire accounts to deliver budgeted sales, KPIs and sales pipeline to ensure revenue growth.
- Drive the adoption of Novacyt Group products across all hospital sites.
- Organise 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.
- Work with applications team to provide technical support and training where required to customers.
- Work with the Regional Sales Manager to structure account management to maximize coverage
- Work with after-sales to ensuring maximum support for customers
- Ensure visibility around terms, pricing and discounts, ensuring prices are agreed with all customers and managed service partners and the internal organization is aware of these agreements

- Provide accurate, timely reports and forecasts to Sales Director and Management
- Daily CRM management and reporting account progress via Microsoft Office
- Account, Network and Territory Planning
- Mentoring and working closely with the North UK sales team

### **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 UK market, with a preference for experience with molecular microbiology/virology labs
- Understanding of the NHS and overall Healthcare markets
- Strong negotiation and communication skills
- Capable of influencing people internally and externally
- Strong team player
- Microsoft Office

### **Other requirements**

- Knowledge of molecular biology products (PCR/qPCR) desirable
- Current understanding of scientific practices and global situation
- Willingness to travel extensively throughout the ME2 Region
- Cultural awareness
- Outstanding interpersonal skills
- Able to make decisions independently where required
- Self-motivated and driven

### **The Benefits**

- Competitive salary
- 25 days' annual leave
- Ability to buy and sell annual leave
- Cycle to work scheme
- Refer a friend scheme
- Life assurance
- Private medical insurance
- Group pension scheme

It's an exciting time to join our team as we are making huge leaps in the fight against COVID-19 and have recently been awarded a Breakthrough of the Year award at the European Mediscience Awards 2020.

We are the best in the world at what we do. If you are looking to learn, grow and succeed as part of a passionate team who are eager to make a difference, we want to hear from you.

Hours of Work	37.5 hours per week
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For further information or to apply for this vacancy please e-mail [recruitment@novacyt.com](mailto:recruitment@novacyt.com)