

## VACANCY

**Job title :** Business Development Manager (Private Healthcare)

**Location:** UK, remote

### **Job Summary**

Novacyt Group is looking for an energetic and results driven individual with proven track record to join its Business Development Team. The Business Development Manager will be an experienced candidate with significant knowledge and a professional network in the assigned markets. The successful candidate will be responsible for delivering revenue, growth and customer acquisition initiatives in the Private Healthcare MDx market.

The role is Field based with occasional time spent at the company's Southampton office; international travel will be required to Europe and other territories.

### **Main duties and responsibilities**

- Meet and exceeded sales targets.
- Selling workflow solutions B2B to capture maximum value.
- Identifying and acquiring new B2B customers to take market share.
- Market creation through deployment of innovative workflow that improve the patient journey.
- Act as the Voice of Customer to drive the innovation pipeline.
- Drive rapid adoption of existing and new products.
- Work effectively with extended teams to accelerate the sale cycle.
- Provide regular sales forecasts and updates. Manage CRM database and update the pipeline on a daily basis.
- Occasional involvement with negotiating and securing OEM opportunities,

### **Qualifications and experience required**

- Significant B2B sales experience in low to medium complexity science or technology products.
- Acts with a high level of professionalism at all times.
- Manage customer relationships at all levels.
- Proven track record of closing big deals and building sustainable revenue streams.
- Target driven/Revenue driven personality traits.
- High energy and motivation levels.
- Highly flexible attitude to work time.

### **Desirable**

- Experience with molecular IVD products.
- Experience of working with service laboratories
- Experience with PCR assays and instruments.
- Additional European Language(s).

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