

VACANCY

Job title : Business Development Manager – (Pharma and Biotech)

Location: UK Remote

Job Summary

Primerdesign, part of the 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 specialist with significant knowledge and a professional network in the Pharma / Biotech Sector. The successful candidate will be responsible for delivering revenues associated with sales of existing products, development of customised assay solutions for CDx and MDx, including high-throughput screening solutions and developing strategic partnerships within this sector.

The Business Development Manager will also be responsible for identifying KOL's within the sector to identify new product development targets to fulfil the Group's ambitious growth targets.

The role is Field based with time spent at the company's Southampton and Camberley offices. International travel will be required.

Main duties and responsibilities

- Deliver sales and achieve sales target for the sector.
- B2B selling of products, assay development/consultancy/manufacturing services/OEM or Private label of Primer design's portfolio.
- Working closely with Pharma and Biotech companies and other kit manufactures to supply kits, products, or components to be included in their products or portfolios.
- Develop a pipeline for newly launched Novacyt products into the Pharma and Biotech markets
- The individual will be expected to work closely with the wider group sales teams.
- Also expected to work closely with the Business Development Director on longer term/R&D critical business opportunities.
- Use of the CRM database to manage opportunity pipeline.
- Involvement with negotiating and securing OEM opportunities for the Novacyt group.
- Active member of the direct sales team.

Qualifications and experience

- History of achieving sales targets.
- Experience in assay development and collaborative service in Pharma sector
- Proven track record selling contract/large ticket items/negotiating strategic partnerships.
- Target driven/Revenue driven personality traits.
- High energy and motivation levels.
- Driven sales professional.

Desirable

- Experience with Salesforce CRM
- Experience with molecular IVD products.
- Experience with PCR based products.
- Experience with CDx, MDx services
- Additional 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
---------------	---------------------

For further information or to apply for this vacancy please e-mail HR, recruitment@novacyt.com

NOVACYT
GROUP

