

VACANCY

Job title: Account Manager X4

Location: Field-Based - Scotland/Northeast, Northwest, Southwest/Wales or Central/West

The Novacyt Group is an international specialist diagnostic solutions provider, with a comprehensive product portfolio in advanced molecular and protein detection technologies. We believe in providing high-quality innovations, with a patient-led focus, that advance the science behind diagnostics in microbiology, haematology and serology testing.

Novacyt Group – at a glance:

Primerdesign – Focused on design, manufacture, validation and supply of gold standard real-time PCR kits, reagents and instruments.

IT-IS International – A specialist in the development and manufacture of molecular diagnostic instrumentation.

Microgen Bioproducts – A product range of diagnostic products in the fields of microbiology, serology, haematology, bacteriology and virology.

Lab 21 Healthcare – Manufacturer and supplier of Plasmatec and Biotec branded products, plus a range of reagents and tests for IVD application and blood grouping.

We're now looking for 4 Account Managers to join our team on a full-time basis working 37.5 hours per week.

Job Summary

Reporting to the Head of Sales, you will be responsible for direct sales and in-direct sales within your region, driving adoption and growth of Novacyt's products into public and private clinical accounts

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 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

- Deliver target revenues as set by Head of Sales Manager /General Manager
- 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 public and private accounts
- Organise face-to-face client meetings
- Support company-wide voice of the customer initiatives to drive understanding for next generation clinical assays and hardware developments
- 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 Head of Sales to structure account management to maximize coverage
- Work with after-sales teams to ensure 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 Management teams
- Daily CRM management of activity and opportunities and reporting account progress utilising internal tools
- Account, Network and Territory Planning

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 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

NOVACYT GROUP



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	
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