



JOB DESCRIPTION

Job title:	Account Manager - UK
Reports to:	Head of Direct Sales
Staff reports:	N/A

Job Purpose

We are a fast-growing company which develops and manufactures cutting-edge products for proteomic and molecular biology research as well as diagnostic, biotechnology and pharmaceutical industries.

The role will focus on maintaining and increasing the sales of corporate and academic accounts.

Responsibilities

- To establish, develop and maintain business relationships with current customers and prospective customers to generate new business for the proteomics and genomics product ranges - build and maintain a dynamic sales pipeline
- To achieve or exceed the individual account growth target
- To make telephone calls and teleconferences to existing and prospective customers
- To research sources for developing prospective customers for proteomics and genomics industries and effectively qualifying marketing leads for further sales process
- To record all the activities and account/prospect information in salesforce
- To provide an excellent customer service/technical support to customers and offer advice about product and service selection
- To develop clear and effective written project proposals/quotations for current and prospective customers and negotiate the deals
- To coordinate sales effort with marketing, sales management, accounting, logistics and technical service groups – communicate effectively internally through your line manager
- To plan and organise personal account growth strategy and actions plans, be aware of the financial forecast of all the accounts for this and next financial year
- To maintain a high-level of scientific and technical knowledge, keep up to date with the new product developments and be aware of competitor products
- To supply management with oral and written reports on sales pipeline, account potential, potential for new products and services and accurate forecasts on regular basis
- To represent the company at customers premises, trade exhibitions, events & international conferences
- Any other tasks that may be required and are deemed to be within the competence of the role holder

Person Specification

Essential:

- A bachelor's degree (or higher) in a Life Sciences
- Knowledge of Protein Biochemistry and Nucleic Acid technologies, Immunoassays or Diagnostics
- Drive and self-motivation

- Flexibility
- A reliable team player
- Able to demonstrate effective communication skills and problem-solving abilities
- Someone who is disciplined in time management

Desirable:

- A minimum of two or three years' sales experience in biotech companies or life science industry companies
- Familiarity with different sales techniques
- Pipeline and forecast management
- Strong negotiation and closing skills

Location

Cambridge UK, office based.

Position Type

Full Time

Salary

Competitive salary with excellent performance based OTE. Other benefits may include a car allowance, laptop and mobile phone.

If you are interested in applying for this position, please respond to this ad with your resume and cover letter or send to hr@expedion.com with the Job Title in the subject line.