



Vacancy for Sales Specialist

The Role

The Sales Specialist is responsible for promoting the Company's well-established portfolio of laboratory instrumentation and essential equipment, to key academic and research institutes, clinical, biotechnology and pharmaceutical accounts across West London, Surrey and Sussex.

In addition a key element of this role is to manage significant projects of supply such as sourcing all the equipment and utilities for a new laboratory suite or extension. This will involve good project management skills to ensure communication is maintained efficiently from customer to contractor throughout the purchase cycle from quote to invoice.

Key Responsibilities

- ▲ Achieve annual territory sales and gross margin targets;
- ▲ Work with the policies and procedures in order to control your business in an efficient manner;
- ▲ Utilise your colleagues support in order to ensure customer requirements are fully met;
- ▲ Work with preferred suppliers on the territory to ensure the correct product profile is sold;
- ▲ Ensure the customer record database is maintained to the correct standard at all times;
- ▲ Use the key business tools to help you drive performance;
- ▲ Manage key projects effectively by good interaction between customer and contractor alike.

The Employer

The Company is a new and rapidly growing UK distributor of general laboratory equipment and instrumentation. Its extensive portfolio includes products from many of the key scientific manufacturers, but also a range of extremely good value alternatives. This is an exciting opportunity to join a rapidly growing team and to focus on developing business within one of the UK's major scientific centres.

The Candidate

Most suited to this role of Sales Specialist would be someone with the aspiration to take their scientific qualification and previous scientific sales experience to new heights of responsibility and earning potential.

The ideal candidate will have a degree or equivalent qualification in any biological, chemical or life science subject. Previous sales experience working within a life science environment with tissue culture, molecular biology and/or analytical instrument experience would be a distinct advantage.

A high degree of self-motivation, discipline and self-efficiency would serve this role well, as would a strong interest and ability in meeting and working with clients, who would be scientists at the top of their profession.

Package	Circa £24,000 salary, plus £6k bonus OTC and company car
Territory	West London, Surrey and Sussex
Home base	Within territory
Qualifications	Degree or equivalent qualification in any biological, chemical or life science subject
Personal traits	<ul style="list-style-type: none">▲ Enthusiastic and positive outlook▲ Warm friendly personality▲ Excellent communication skills (written and oral)▲ Self-disciplined▲ A hunger for success▲ Positive outlook and "can do" attitude▲ Full and preferably clean driving licence
Relevant Experience	<ul style="list-style-type: none">▲ Sales experience in the life science sales marketplace essential▲ Some project management of benefit▲ Laboratory experience would be beneficial

This specification is in accordance with Assimilate Ltd's equal opportunities policy, which can be viewed on www.assimilate-ltd.co.uk