

Field Sales Manager

Reports to: Sales and Marketing Director or Regional Sales Manager

Job Purpose

To manage and develop the Company's network of distributors and microscope manufacturers and achieve Sales target. The role will include business development and sales as well as product demonstrations to distributors, academics and researchers.

Key Interfaces: Distributor network, End customers, Marketing, Technical Support, Customer Services, Manufacturing & Research and Development.

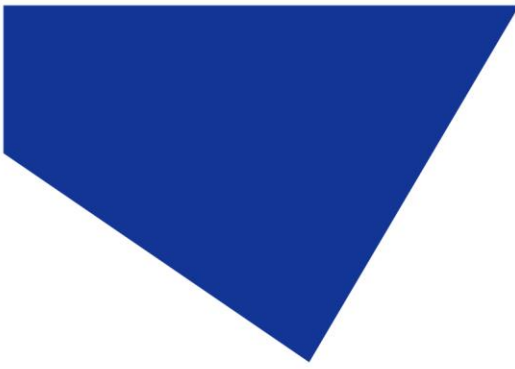
Key Tasks

- Develop & cultivate distributors to maximise coverage in the allocated territory
- Travel within allocated territory to ensure relationships are developed and maintained with distributors and end users
- Establish effective business relationships with executive decision-makers in key and prospective accounts
- Prepare and present monthly sales reports
- Prepare action plans & schedule sales activity
- Identify and develop product and market development opportunities
- Monitor competitors, market conditions and product development needs
- Acquire new business and manage and develop existing accounts
- Forecast annual, quarterly and monthly sales revenue

Key Skills

- Understanding / background in Life Sciences or Engineering
- Knowledge of Fluorescence Microscopy would be a benefit
- Proven technical Sales ability
- Experience of Commercial Sales process
- Good written and verbal communication and influencing skills
- Good presentational skills
- PC literate (MS Office, CRM etc.)

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Key Attributes

- Market and customer focus
- Willingness to travel nationally and internationally
- Dynamic, Enthusiastic and Progressive
- Fit into a small company culture
- Good relationship builder
- High Integrity
- Potential for growth within company

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