

## **MOLECULAR BIOLOGY FIELD SALES MANAGER JOB DESCRIPTION**

- To currently reside in or be willing to re-locate to the Midlands, the Ridings or North West England
- To achieve given sales targets in own territory
- To assist the rest of the Molecular Biology Sales Team to reach their given sales targets
- To assist the Managing Director with planning promotional campaigns and exhibitions
- To act as Technical Support for new and existing Molecular Biology Products
- To provide the Managing Director with Competitors Activities
- To assist in future Sales Meetings
- To assess the suitability of new product lines for the UK market
- To liaise with all Principals
- Any such duties the Managing Director deems appropriate in pursuit of growing the business successfully

### **ESSENTIAL SKILLS AND QUALITIES**

- Successful track record in direct selling and achieving sales targets
- Ability to identify and pursue new customers and contacts
- Experience of selling molecular biology reagents and instrumentation into academia, pharmaceutical and biotechnology companies
- Excellent communication skills
- Excellent IT skills
- Capable of self-motivation to take on an under-performing territory and increase the sales significantly

### **YOU WILL HAVE TECHNICAL EXPERIENCE IN:**

- PCR and Real Time PCR
- Capillary Electrophoresis
- Luminex Technology
- Next Generation Sequencing Technologies
- Scientific Data Analysis Software

For further details and to apply for the post please contact the Managing Director, Andrew Hewitt via email: [ahewitt@vhbio.com](mailto:ahewitt@vhbio.com) or telephone: 07973480623 or 0191 4958210.