

## Business Development Manager, Clinical Laboratory Sales - UK & Ireland

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Company: Ortho Clinical Diagnostics

Location: United Kingdom

Category: other-general

### The Opportunity

QuidelOrtho unites the strengths of Quidel Corporation and Ortho Clinical Diagnostics, creating a world-leading in vitro diagnostics company with award-winning expertise in immunoassay and molecular testing, clinical chemistry and transfusion medicine. We are more than 6,000 strong and do business in over 130 countries, providing answers with fast, accurate and consistent testing where and when they are needed most – home to hospital, lab to clinic.

Our culture puts our team members first and prioritizes actions that support happiness, inspiration and engagement. We strive to build meaningful connections with each other as we believe that employee happiness and business success are linked. Join us in our mission to transform the power of diagnostics into a healthier future for all.

### Business Development Manager, Clinical Laboratory Sales - UK & Ireland

As we continue our growth journey, we are looking for a Business Development Manager to join our team. This role will focus on our Clinical Laboratory offering, covering the UK & Ireland.

#### Your new role:

As the Business Development Manager for Clinical Laboratory Sales for UK & Ireland, you will play a crucial role in the growth strategy, working closely with senior leadership in a range of different areas such as: Strategy and Planning; Lead Generation and Prospecting; Building and Maintaining Client Relationships and Reporting.

You will work closely with the cluster leadership team to establish a strategy for growth and

develop tactics to grow the clinical laboratory footprint. Additionally, you will foster close relationships with Key Opinion Leaders and key users as well as with internal stakeholders and marketing groups. You will explore new avenues for growth by building relationships at government, Integrated Care Board, senior hospital executive and trust board level, with the aim of influencing policy and direction of healthcare at a local and/or national level.

**What you'll be doing:**

Identifying, and engaging with stakeholders and progressing opportunities for clinical laboratory sales in the UK and Ireland.

Working with cluster leadership on strategy and planning.

Generating leads, prospecting, and accountable for growing the pipeline for clinical laboratory sales within the region.

Demonstrate the platforms and products confidently to potential and existing customers.

Ensure we are exceeding customer satisfaction expectations at every stage.

Ensuring relevant knowledge remains up to date. Stay abreast of key market changes, trends and competitive intelligence and anticipate and react to changes.

Staying Informed and acting as a Subject Matter Expert.

Reporting and follow up of leads and/or referrals in collaboration with the account management team.

**What you'll need to succeed:**

Degree in relevant area (BioChemistry, BioMedical Science) preferred but not essential.

5+ years of selling experience in a clinical chemistry setting is preferred. Allied sciences will be considered.

A strong demonstrable knowledge of clinical chemistry sales, consultative selling and selling value in a Clinical Laboratory setting and the ability to act as a point of contact for account managers looking to sell clinical chemistry.

The ability to build and maintain client relationships.

**What we offer:**

Competitive Salary.

Sales Incentive Programme.

Attractive Pension Scheme.

Life Assurance.

Private Medical (If applicable).

Cycle to Work Scheme.

25 days Holidays + 8 Bank Holidays (Milestone Increases Available) + QuidelOrtho Day (Additional Day Off)

Employee Assistance Programme.

Reward & Recognition Programmes

LinkedIn Learning.

#LI-RP1

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