

Business Development Manager

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Company: BioTalent

Location: United Kingdom

Category: other-general

BioTalent have partnered with a diagnostic services leader, on their search for a IVD and Clinical Pathology Business Development Manager, based in the UK. As a Business Development Manager focusing on IVD/Clinical Pathology and Genetics, you'll be instrumental in driving sales and expanding their client base across the UK (This role requires 60% travel). You will be responsible for: Developing and executing strategic sales plans to meet IVD and Genetic sales targets Developing relationships with key stakeholders across NHS, public, and private healthcare providers Identify and pursue new business opportunities by leveraging existing networks and actively prospecting for new clients Oversee the end-to-end tender process, from opportunity identification to negotiation and submission Collaborate closely with Operations and international colleagues to deliver competitive value propositions to clients Continuously monitor market trends, competitor activities, and customer feedback to refine sales strategies and inform product development initiatives You will bring the following requirements: Bachelor's degree in Business, Life Sciences, or related field 2-3 years of proven experience in selling IVD services, meeting or exceeding sales targets Expertise in tender management and contract negotiation A hunter mindset rather than a farmer mindset Willingness to travel extensively (approximately 60% of the time) and meet clients nationwide

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