

Business Development Manager

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Company: Cpl Life Sciences

Location: United Kingdom

Category: other-general

Overview

Business Development Manager – IVD

Glasgow

Based with an innovative biotechnology company, this Business Development Manager opportunity is a great role for someone looking to step into a strategic position and drive sales activities on an international level.

The organisation specialise within T-cell test and immune profiling and are looking for an experienced candidate to drive sales of their products and services predominantly across the US, UK and Europe.

You will report into the CEO and also work closely with the COO, taking responsibility for:

- Developing a global territory business plan whilst also working to achieve sales targets and grow business across the given region.
- Generating new sales leads and identifying new business opportunities.
- Serving as the primary point of contact for all accounts and customers.
- Building the wider Commercial team – which will include recruitment, management and leadership responsibilities on a longer-term basis.

Given the nature of this role, the client are asking that any applicants are able to demonstrate at least 10 years of experience within a similar role and with a strong network of existing contacts. Business development experience within the IVD space is essential and T-cell diagnostics experience is highly desired.

Please note that if you haven't been contacted within 48 hours, your application has been

unsuccessful at this stage.

Apply

Full name Email address Cover Message (optional) Upload CV Choose File Upload your CV and any other relevant file. Contact via SMS (optional) I would like to be contacted via SMS Privacy Policy I have read and agree to the Clinical Professionals Group Privacy Policy

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