

## Business Development Manager

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Company: JAC Recruitment

Location: United Kingdom

Category: other-general

## Business Development Manager (South UK)

### Job profile

A Global manufacturing company is looking for a reliable Business Development Manager who can help them grow and expand our sales in the UK. This position will plan and execute strategies to market and sell their lab, POCT, and diabetes care products into new and established hospitals as well as related markets.

### Duties and Responsibilities

- 50. Promote and sell the company's products to achieve assigned sales targets within the South of the UK by increasing brand awareness and providing professional advice.
- 50. Identify and establish strong working relationships with new and existing customers through routine meetings to develop positive customer rapport exemplifying their core values.
- 50. Effectively demonstrate and present their products, prepare proposals, and negotiate new contracts and contract extensions in partnership with the wider UK team.

- 50. Coordinate field activities during the pre and post-sales process in partnership with the Customer Solutions team and external stakeholders.
- 50. Proactively address customer questions and concerns professionally to develop loyalty, and customer satisfaction, and create new business opportunities.
- 50. Attend and support trade exhibitions, conferences, and meetings to effectively promote their products.
- 50. Provide necessary technical input to effectively participate in tenders or offers and develop strategic plans to influence upcoming opportunities.
- 50. Provide their management with market trends and competitive field activity information enabling the company to plan and react to market changes and competitive activities.
- 50. Responsible for timely, accurate completion of administrative tasks, such as weekly reports, sales forecasts and sales meetings, CRM updates, and expense reports.
- 50. Manage territory travel by planning in advance, adhering to company travel guidelines, and using sound business judgment.
- 50. Perform other duties assigned as the business may require.

## **Knowledge and Skills**

- 50. Similar qualification in the field of Clinical Sciences or related discipline
- 50. 3+ years of direct sales or business development within clinical diagnostics, experience of delivering Managed Service contracts and capital sales within the NHS & private sectors
- 50. Direct experience selling HPLC, HbA1c, and Urinalysis would be an advantage
- 50. Strong contacts within the NHS hospital and private laboratory markets.
- 50. Excellent English business-level speaker.
- 50. Flexibility to travel across the UK & Europe will be required sometimes outside normal business hours.

## Location

50. Southern UK (Ideally around the M25 or along the M4 corridor)

## Visa

Candidate must be eligible to work without any restrictions as no visa support given

#LI-JACUK

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