

## Field Sales Account Manager

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Company: (SLS) Scientific Laboratory Supplies Ltd.

Location: Northern Ireland

Category: other-general

Are you a passionate, high performing Field Sales Account Manager with field sales experience? Do you have the ability to communicate at all levels and want to be part of a growing team to make a real impact? Then Scientific Laboratory Supplies (SLS) is the right fit for you. Join us and contribute to our mission of being the UK & Ireland's largest independent supplier of laboratory equipment, chemicals, and consumables.

**Job Summary:** Due to business expansion, we are looking for a Field Based Territory Sales Manager covering key accounts, in both Northern Ireland and Republic of Ireland. The majority of the accounts will be focussed on the Biotech and Pharma business sector, with the remainder in a multi-segmented territory including environmental and clinical accounts. Ideally, we are looking for an experienced individual with a strong track record of selling and a determined approach to networking through large, complex organisations with the aim of growing and retaining existing and new relationships. However, we are also open to candidates who are new to sales but have a strong drive and enthusiasm to succeed.

**Key Responsibilities:** Overseeing a portfolio of customers across a wide range of industries, building a strategic plan to manage and grow business. Drive overall customer success aligned to the SLS strategy and goals, leveraging all of the SLS Product Specialist team. Owns the overall customer relationship across the account. Primary contact between the company and customers and grows the business through an understanding of the market, an awareness and familiarity with the needs of customer, and knowledge of the product portfolio. Works collaboratively with internal resources and specialists to identify, document and confirm the best solution to meet customer needs. Establishing and maintaining strong

relationships with customers to provide a high level of support and service to existing accounts. Achieve the quarterly and yearly operating plan within a defined territory while driving customer satisfaction and customer retention. Maintain awareness of competitors and industry activity and introduces new products and services as available. Key Skill requirements: Must live in/near Northern Ireland area as this is where the largest proportion of time will be spent. Self-motivated and pro-active in your approach to work, to drive business and generate sales with new and existing customers. Highly organised, taking time to plan and then execute a sales strategy. Preferably previous account management or business development skills. To grow territory performance by approaching new and prospective customers. interpersonal, communication and negotiation skills. Ability to manage and prioritise own workload. Oral and written communication skills. UK driving licence. Desirable requirements: Background or industry understanding to ensure you easily build credibility and trust with customers and to understand their needs. Experience within the Pharma & Biotech sector. About us: SLS are the UK & Ireland's largest independent supplier of laboratory equipment, chemicals and consumables. Because of our independence, we have a unique approach to sourcing and supplying the highest quality, best value products and brands. Supplying to a wide range of sectors, provides a diverse and interesting customer base as well as providing countless opportunity to grow and expand. With a Nottingham-based Head Office, and regional offices in Lisburn & Dublin, we are a stable and growing company who have an excellent reputation in the market. We are passionate about our people and have developed a strong team dynamic who are welcoming and supportive of new individuals joining the company with a brilliant management team to support you as you progress in the role. We are also proud to be a Living Wage Employer and committed to equal opportunities and actively promote a diverse and inclusive working environment, and fairness for everyone. Alongside our commitment to your professional and personal development, we also offer a generous benefits package including: Competitive salary 25 days annual leave plus Bank Holidays NEST pension Maternity and Paternity leave Friendly, and sociable teams with staff events Opportunities for development and progression Car & bonus package

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