

## Head of Sales & Marketing - CDMO

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Company: SGS

Location: United Kingdom

Category: other-general

### Job Description

We are seeking an experienced individual to lead our Sales and Marketing department.

The Head of Commercial will be key to driving revenue growth and expanding our market presence. We're looking for someone with extensive CDMO background with excellent leadership skills, a strong understanding of sales and marketing principles, and a strategic mindset.

Responsibilities:

Develop and implement sales and marketing strategies

Lead, mentor, and motivate the sales, commercial & marketing teams

Develop and implement strategies to expand our reach and market penetration

Build and maintain strong relationships with key clients and partners

Conduct market research to identify growth opportunities

Collaborate with other departments for aligning efforts

Review pricing and pricing strategies

Conduct thorough market research to identify new opportunities and target markets

Coordinate international events, trade shows, and conferences

Monitor and analyse global market trends, competitor activities, and customer feedback to

identify areas for improvement and innovation.

## **Qualifications**

To be successful in this role, you'll need ...

Proven experience in a similar role, preferably within a multinational Contract Development Manufacturing Organisation (CDMO)

Strong knowledge of global markets, cultural differences, and business practices.

Strong track record of meeting or exceeding sales targets

Exceptional communication and negotiation abilities

Ability to build and maintain relationships with key stakeholders

Experience of working across wide geographical remits

Skills Required:

Excellent leadership and coaching skills

Strong sales and business development skills

Ability to think strategically and drive results

Excellent problem-solving and decision-making abilities

Proficient in using CRM software and other sales tools

Ability to lead and motivate a high-performing sales team

If you are a driven and ambitious individual with a passion for sales, we want to hear from you. Apply now to join our team as a Head of Sales & Marketing and take your career to the next level.

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