

## 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 Sales and Marketing is key to driving our revenue growth and expanding our market presence. We're looking for someone 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

Build and maintain strong relationships with key clients and partners

Conduct market research to identify growth opportunities

Collaborate with other departments for aligning efforts

Monitor and analyse sales and marketing metrics

Review pricing and pricing strategies

Stay updated with industry trends and best practises

### Qualifications

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

Proven experience as a Head of Sales or similar leadership role within a formulation Contract Development Manufacturing Organisation (CDMO)

In-depth knowledge of CDMO services

Strong track record of meeting or exceeding sales targets

Excellent leadership and coaching skills

Exceptional communication and negotiation abilities

Ability to build and maintain relationships with key stakeholders

Skills Required:

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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#### Cross References and Citations:

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