

## Key Account Manager UK (North UK & Scotland, Ireland = optional)

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Company: Biocartis

Location: United Kingdom

Category: other-general

Share Publication date 21 February 2024 Location Mechelen Country United Kingdom  
Workplace type Remote Travel percentage 70-80% Department Sales Function type Full-time Contract type Employee Experience required  
Min. 3 years of solution selling experience preferred;

Experience in working within the designated region is required.

### Education

Bachelor degree in a scientific orientation is preferred or equivalent through experience.

### **Key Account Manager UK (UK North: North of England, Scotland and Ireland)**

The objective of the Key Account Manager UK is to develop the market and grow profitable sales in the designated territory.

The Key Account Manager UK is responsible for maintaining strong relationships with key decision owners, laboratory personnel and physicians in the targeted hospitals and laboratories.

A successful Key Account Manager UK will focus on growing profitable sales and achieving overall sales objectives as well as other defined performance metrics.

### **Accountabilities**

He/She will be responsible for:

Ensuring sales volume, revenue and product mix and meeting the agreed business plan in own territory and engaging with other Key Account Managers to meet common team goals;

Monitoring sales performance and devising corrective action plans where necessary;

Developing, maintaining and executing an annual business plan for the territory;

Maintaining key Account plans to maximize business at major accounts.

Keeping all customer records accurate and up to date using the Company CRM regularly;

Meeting and exceeding projected sales targets;

Attending Sales Meetings and when required, organizing and attending local exhibitions.

### **Profile requirements**

Bachelor degree in a scientific orientation is preferred or equivalent through experience;

Min. 3 years of solution selling experience preferred;

Experience in working within the designated region is required;

Knowledge of the diagnostic market, preferably molecular diagnostics and/or pathology is required;

Broad understanding of work flow in pathology labs;

Self-starter, Experience in working independently with little direct supervision;

Capable of developing and executing business plan in assigned region;

Business oriented with good local market knowledge;

Good complex solution selling skills;

Straightforward communication; able to engage healthcare professionals in meaningful dialogue to determine their needs and how our products can meet those needs;

Excellent presentation and negotiation skills;

Good interpersonal skills combined with the ability to make an impact;

Planning & organization - Time & priority management: plans activities effectively with respect for priorities and deadlines

Embracing change: is open for change and willing to adapt to changing tasks, priorities and unexpected events

Resilience - Displays a positive attitude in the face of ambiguity, stress and change

Analytical thinking - Gathers information from varied sources, analyzes data in a critical way using common sense and logical thinking

Communicates with persuasion: presents, explains and defends a complex message in a clear and concise way and persuades different stakeholders

Legislation and regulation: knowledge of Tender signing regulations CE IVD regulations GDPR

PC skills: Applied knowledge of MS Office (Excel, Powerpoint, Word, Outlook) Applied knowledge of CRM, preferably Salesforce Applied knowledge of Showpad

Languages: Excellent English communication skills, both verbal and written Fluent in one or more languages of the region

### **Our offering**

We offer you a challenging job in an exciting environment, working for top entrepreneurs in the biotech industry. You can be part of a very dynamic, young and growing team in a highly innovative environment. You will have freedom to shape your work and shape your job. Your input is highly appreciated. Of course we offer you a fitting compensation package and flexibility to manage your own calendar.

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