

## Nanopore Account Manager - UK North West

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Company: Oxford Nanopore Technologies

Location: United Kingdom

Category: other-general

Oxford Nanopore Technologies is headquartered at the Oxford Science Park outside Oxford, UK, with satellite offices and a commercial presence in many global locations across the US, APAC and Europe.

Oxford Nanopore employs from multiple subject areas including nanopore science, molecular biology and applications, informatics, engineering, electronics, manufacturing and commercialisation. The management team, led by CEO Dr Gordon Sanghera, has a track record of delivering pioneering technologies to the market.

Oxford Nanopore's sequencing platform is the only technology that offers real-time analysis, in fully scalable formats from pocket to population scale, that can analyse native DNA or RNA and sequence any length of fragment to achieve short to ultra-long read lengths. Our goal is to enable the analysis of any living thing, by anyone, anywhere!

We are seeking an experienced field-based commercial professional to join as an Account Manager. This individual will actively drive awareness of ONT's products and work to develop and implement a strategic business plan for the territory you are working in.

### **The Details...**

Reporting to the Associate Director, the Account Manager will form part of a global team of experienced sales and market development professionals acting to deliver commercial targets and to actively drive awareness of Oxford Nanopore Technologies' products in the territory.

The successful candidate will be responsible, along with the regional team for the development and implementation of a strategic business plan for the territory.

This post will work alongside the Market Development and Inside Sales teams to ensure all

business opportunities are identified and supported. This role will be supported by the Customer Service, Technical Support and Applications teams. To achieve the objectives of this role, you will be expected to travel up to 50% of the time.

Other responsibilities include:

Strategic planning of activities to disrupt the existing NGS market

Management of top tier relationships and KOLs across broad fields of research interest

Identification of new opportunities and markets within the Territory

Understanding of funding cycles and decision-making process in Territory

Delivering to the agreed targets for Oxford Nanopore Technologies

Adhering to standard methodologies for tracking, recording and documenting relevant commercial intelligence from all customer interactions

### **What We're Looking For...**

We'll expect you to have a BSc preferably in Life Sciences and proven abilities as a commercial professional with excellent organisation and time management skills and ideally you're someone experienced in presenting and negotiating. You'll have a positive, can-do attitude and be a strong communicator enabling you to effectively engage with customers and internal partners across multi-disciplinary and international teams.

Ideally, you'll have experience working with research/life science departments, knowledge of the life sciences and proven abilities in selling complex products or services. You know your way around CRM systems, are commercially astute with the ability to work to budgets and an excellent understanding of the sales process.

This role will suit someone keen to join an innovative, ground breaking high-tech organisation and who is confident working under pressure with minimum supervision in a matrixed sales and service environment.

We offer outstanding benefits to include an attractive bonus, generous pension contributions, private healthcare and an excellent starting salary. Based within beautiful, landscaped surroundings with tree-lined walks, water features and a lake, all of which make for a wonderful working environment.

If you are looking to utilise your skills to really make a difference to humankind, then consider joining our team and apply today!

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