

Senior Key Account Manager - Life Science

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Company: Mantell Associates

Location: England

Category: other-general

Mantell Associates is currently partnered with one the most prestigious organisations in the life science space. They are currently looking to strengthen their commercial team with a highly motivated and experienced Senior Key Account Manager to cover the UK region.

Senior Key Account Manager - Responsibilities:

- Manage Key Accounts:** Develop and nurture long-term relationships with key clients, understanding their business objectives, needs, and challenges
- Strategic Account Planning:** Conduct thorough account analysis to identify growth opportunities and develop strategic account plans
- Reporting and Analysis:** Prepare regular reports on key account performance, sales activities, and forecasts
- Analyse data to identify trends, opportunities, and areas for improvement**

Senior Key Account Manager - Requirements:

- Proven experience as a strategic account manager or in a similar sales role, preferably selling testing or manufacturing services to CDMO's
- 4+ years in previous account management or BD focused roles in a manufacturing or testing environment
- Exposure and experience working in the UK
- Strong business acumen and understanding of sales strategies and techniques
- Excellent communication, negotiation, and interpersonal skills.
- Ability to build and maintain relationships with key stakeholders
- Results-driven mindset with a track record of meeting or exceeding sales targets
- Analytical and problem-solving skills to identify client needs and develop effective solutions

This role will be remote but based in the UK. We are not able to offer sponsorship at this stage, please ensure you have a valid UK work permit before applying.

Mantell Associates is a specialist Pharmaceutical and Life Sciences headhunting firm. For more information on this role, please contact us at +44 (0)20 3854 7700.

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