

Strategic Account Manager

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Company: Oxford Nanopore Technologies

Location: United Kingdom

Category: other-general

We are seeking a highly motivated Strategic Account Manager (SAM) for the UK. The SAM will join an EMEA team of experienced sales/business development professionals who will actively drive commercial growth and awareness of Oxford Nanopore Technologies across strategic accounts. Reporting to the Associate Director UK and Ireland the role will be based in the UK. The SAM will focus on operational delivery to achieve the company sales targets within strategic accounts in the UK.

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 disruptive 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!

Key Responsibilities

The SAM will serve as the primary account manager for strategic accounts, and be responsible for driving revenue growth. The role will be responsible for delivery/implementation of strategic business plans for each account. The SAM will be pivotal in mapping strategic

accounts and formulating accounts plans which will drive both near and long-term growth. To achieve the objectives of this role, travelling of more than 50% of the time is required.

Duties

Duties include, but are not limited to:

Delivering sales targets with high level planning and conducting activities to disrupt the existing NGS market within defined accounts

Work with internal teams including Field Application Specialists, marketing teams and leadership to drive near term and long term revenue

Developing and maintaining a sales funnel in line with internal revenue targets, being accountable for accurate forecasting

Identification of opportunities ensuring vertical growth within the defined strategic accounts

Understanding of funding cycles and decision-making processes within territory and implications within defined accounts.

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

Deliver high-level internal updates incl. market analysis, forecast expectations & key moderators

Be a team player sharing intel with both UK team and wider

Work independently, but be a team player

High level external presentations to be performed independently of technical colleagues

Desirable experience

PhD or MBA qualification

Experience working with CRM (Salesforce)

Proven track record/network with Strategic accounts within the UK and Ireland

> 5 years sales experience with a strong track record in account management and high-end sales

A strong track record of working within complex sales with multi stakeholders including exec level

This role will suit someone keen to join a disruptive, cutting-edge 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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