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Business Development Manager - Life Sciences

Research Instruments (RI) is the largest global supplier of hardware into the Human In Vitro Fertilisation Market and are now expanding into the Life Sciences markets.

RI are looking to recruit a specialist with a relevant science background capable of adapting to a sales environment or an existing life science sales specialist. Reporting to the Sales Director and working with the Project Leader, this is a key research and business development role.

Job Description

Key Objectives:

- To conduct research into the Life Sciences Research markets to assess how RI's existing product portfolio can be sold into those sectors and the potential for new products RI could develop.
- To identify key opinion leaders internationally with whom RI can work to establish RI as a known and trusted supplier.
- To identify relevant exhibitions and events internationally at which RI should be in attendance
- To work closely with the International Territory managers to support RI's overseas Distributors in making sales into those markets.
- To develop training materials and deliver training to overseas Distributors either in-house or on-territory.
- To identify and establish relationships with UK end user customers with a view to growing a direct sales operation.
- To monitor progress and produce regular reports for The Board.

Extensive international travel is necessary as well as attendance at high profile exhibitions, workshops and symposia.

It is understood that the candidate may not possess all of the experience necessary to succeed in the role and extensive training and support will be provided by the project leader and training managers within the organisation.

Hours of business are 08:00 to 16:30 Monday to Friday and 08:00 to 15:30 on Fridays. With exception to business travel away from the office, work will be conducted at RI's premises in Falmouth.

Skills Required

Essential:

- Degree level qualification in Biological Sciences or a related field
- Excellent communication skills
- Strong presentation and public speaking skills
- Good organisational, time management and IT skills- Microsoft Office, including advanced Word, PowerPoint and Excel
- Willingness to travel within UK and internationally
- Willingness to relocate to Cornwall
- Full clean driving license

Preferred:

- Experience in medical sales
 - Laboratory experience in the Biological Sciences
- OR
- Post-Graduate degree level qualification (MSc, PhD) in Biological Sciences or a related field

Salary

Competitive depending on experience and skills.

Location

Falmouth. Relocation to Cornwall is required.

How To Apply

Please send a covering letter and CV to jobs@research-instruments.com