

Role Description	
Job Title	Sales Director
Responsible to	CEO
Responsible for	Sales team and distributor network
Location	Reporting to Dundee base, however remote working from anywhere in the UK will be considered. Regular travel to customer demonstrations and trade shows will be required.
Purpose of the job	To lead the sales team to effectively create and achieve sales targets and strategies, assist in sourcing and selecting new distributors, and develop market opportunities initially in the phage and mammalian markets.
Main Duties	<ul style="list-style-type: none"> - Create and deliver the sales strategy - Research new potential customers - Research new applications and market opportunities - Manage distributors and work with them to develop opportunities - Attend trade shows and demonstrations - Encourage personal development and help others to learn - Foster two-way communication and effective team-working - Make a proactive contribution to continuous improvement throughout the organisation - Attend and actively contribute to company meetings
Person Specification	
Descriptor	<ul style="list-style-type: none"> - Team member who will build and develop the sales team. - Track record of achieving sales targets - Experience in the bioreactor market, or capital equipment sales and leasing within the life sciences industry

<p>Core Competencies</p>	<ul style="list-style-type: none"> - Able to work independently and make effective decisions - Able to work analytically and comfortably under duress in a hazardous environment - Has a good attention to detail - Outcome focused - Making positive change - Effective Planning - Team Development - Risk Management - Effective communicator - Customer Service focus
<p>Qualifications & Experience</p>	<ul style="list-style-type: none"> - Experience of bioreactor sales, or capital equipment sales and leasing within the life sciences industry, in the UK and/or Europe - Proven record of sales within a technical sales environment - 5 + years' experience in a similar role - Knowledge of Biological sciences - Understanding of Fermentation Processes