



HistologiX, is a leading independent GLP compliant laboratory for the provision of Immunohistochemistry (IHC), Histology, Digital Pathology and Image Analysis Solutions, to progress drug development programmes in the Pharmaceutical and Biotechnology sectors.

Due to continued and rapid growth we have an exciting opportunity for a Business Development Manager to join our Business Development Team. The role will be focussed on business growth within the UK, Europe and US, further strengthening relationships with existing clients as well as seeking out new opportunities. The successful candidate can be home-based with requirement to attend our offices in Nottingham. Effective communication with clients face-to-face, via the telephone and email is expected. There will also be the opportunity to attend tradeshow and end user visits both in UK and internationally. They will have direct responsibility for strengthening relationships with existing key clients as well as seeking out new clients and ultimately growing these into key accounts.

This role would suit a highly motivated individual with proven sales experience within the Life Sciences industry, preferably with experience selling services to pharmaceutical and biotech clients. Experience in Histology and IHC is preferred. Training and support will be given if this candidate does not have extensive knowledge and experience in Histology and IHC.

Responsibilities and Duties

A client focussed approach with strong customer service is key to our business. Your main duties and responsibilities are:

- To develop new Pharma/biotech/CRO's clients while maintaining current client base
- To arrange and undertake client visits throughout the UK, Europe and the US
- To be part of various exhibitions attended by HistologiX throughout the year.
- To make appropriate connections with other services providers for potential collaboration opportunities
- Direct responsibility for growth of HistologiX by meeting defined revenue targets.
- Develop and implement strategies for the growth of existing key clients
- Proactively seek out new opportunities for HistologiX products and services within new clients
- Develop an extensive market knowledge of your territory
- Develop a detailed knowledge of competitors, their activities and business risk
- Maintain up to date and accurate records within our CRM
- Provide accurate sales reporting and forecasting of future opportunities
- Engage effectively with other teams and individuals within HistologiX to drive enquiries forward and provide clients with the information they need as efficiently as possible
- Manage customer expectations with effective communication



Qualifications and Skills

- Degree in Life Sciences preferred
- Experience in Histology and IHC preferred
- Significant business development experience in pharmaceutical biotech and/or CRO space
- Proven track record in sales
- Demonstrated ability to grow customer accounts
- Capable of self-motivation and independence
- Client focussed approach with the ability to build strong client relationships
- Ability to work effectively under pressure
- Willingness to travel Internationally

Required experience:

- Business Development: 3 years

Desired education:

- Life Science Degree

Job Location:

- Home-based or Nottingham NG1

If this sounds like you, contact Barbara McManus at barbara.mcmanus@histologix.co.uk for an informal discussion in the first instance.