



At HistologiX we support our clients' cutting-edge research, helping innovative biopharmaceuticals, monoclonal antibodies, biomarkers and immune oncology treatments gain regulatory approval.

We are a niche GLP compliant laboratory with our experienced scientific team providing specialist immunohistochemistry (IHC), histology, digital pathology and image analysis solutions working with pharmaceutical and biotechnology companies worldwide.

- Do you want to use your scientific background but don't want to work in the lab?
- Are you keen to join our fast-growing multidisciplinary team with excellent career progression?
- Would you thrive working in a flexible and friendly work environment?

If yes, then we have an exciting opportunity for you to take that leap of faith and move into Business Development.

This Business Development Executive role would suit someone with experience in a commercial scientific setting or with a science background who is keen to move into a commercially focused role away from the lab. Experience in Histology and IHC is preferred, but we will provide intensive training and support to get you up to speed.

Responsibilities and Duties

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

- To work with clients in order to understand their technical requirements and to be able to generate accurate quotations in a timely manner
- Support the qualification of new business opportunities
- Attend customer conference calls, being prepared to discuss requirements and quotations
- To be part of various exhibitions attended by HistologiX throughout the year (when we can!)
- 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
- Experience of or a desire to work in a commercial role away from the lab
- 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
- Strong communication skills
- Ability to deal with stakeholders at all levels internally and externally
- Good organisation skills
- Strong IT skills, in particular using Excel

Ideal experience:

- Commercial lab experience: 3 years

Required education:

- Life Science Degree

Job Location:

- Home-based or Nottingham NG1

This is fantastic opportunity for someone with lab experience who is keen to work in science though away from the lab. If this sounds like a challenge you would be interested in, then please send in your CV and covering letter or give us a call for an informal discussion in the first instance.