



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 have proven sales experience in Life Sciences/CRO space and enjoy developing and strengthening relationships with your clients?
- Do you enjoy meeting your clients face to face at tradeshows and in their own facilities?
- Are you ready 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 join our Business Development team.

This Business Development Manager role would suit someone who is highly motivated with proven sales experience within the Life Sciences industry, preferably with experience selling CRO services to pharmaceutical and biotech clients. Experience in Histology and IHC is preferred, but we will provide intensive training and support to get you up to speed. This role can be home based, office based or a mix of both. We would like to see you in the office for key meetings and client visits.

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, ideally at least 3 years Business Development experience
- 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

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.