



Job Description: Business Development Manager – UK & Ireland

Position Description

OGT are seeking an ambitious, talented and motivated individual to drive the sales of OGT's innovative range of genomic services and build strong relationships within key accounts. Reporting to the Director of Genomic Services, the successful candidate will make a significant contribution to the ambitious sales targets that are driving OGT's commercial development.

Role and Responsibilities:

- Development of territory and account-specific sales plans
- Execution of plan to meet sales quotas
- Effectively prospect and generate new customer leads
- Map opportunities and key opinion leaders within the UK & Ireland territory
- Utilization and maintenance of CRM
- Delivery of technical/scientific seminars and presentations on OGT products and services
- Demonstrate command of scientific knowledge to engage in high level collaborative, multi – faceted sales process
- Partner cross-functionally to appropriately address the needs of customer base
- Provide regular, accurate revenue forecasts
- Proactively manage new and existing customer base
- Develop and maintain strong customer connections at various levels within the organization
- Understand local competitive landscape and provide feedback to OGT

Background and Experience:

- Life Science Degree is required, advanced degree preferred
- 3 – 5 years commercial experience
- Experience in a strategic selling environment
- Pharma experience and German language skills strongly favoured
- Demonstrated track record in lead generation and prospecting
- Highly adaptable and independent
- Strong desire to win business and establish long-term customer relationships
- Previous demonstrated success with complex sales and complex purchasing processes
- Ideally located near to transport networks, working from home but with close links to the OGT office in Oxford
- 50% field travel at minimum