

Contract Sales Manager USA

Location: Field Based (West Coast & Central)

The Contract Sales Manager USA (West Coast & Central) will be responsible for executing the sales plan in their specified territory to meet the short-term targets and medium-term strategic goals. The Contract Sales Manager will identify new business opportunities, negotiate and close contracts for the development, manufacturing and App development.

New Business Development

- Prospect for new clients and close new business in line with targets
- Maintain a robust sales pipeline of new opportunities
- Research, establish and build relationships with the principals at new customers
- To achieve pre agreed sales targets for contract development, manufacturing and Smartphone reader solutions
- Work with technical staff and other internal colleagues to provide innovative solutions to meet customer needs.

New product Introductions

- Present new products and services as and when required and enhance existing relationships.

Business Development Planning

- Attend industry functions, such as association events and conferences, and provide feedback and information on market and creative trends
- Present to and consult with senior level management on business trends
- Identify opportunities for campaigns that will lead to an increase in sales
- Demonstrate sales call planning and opportunity planning skills in developing tailored customer presentations and pitches

Management and Research

- Track and record activity on accounts and ensure that data is accurately entered and managed within the company's CRM
- Provide management with accurate sales forecasts
- Assist with the preparation and negotiation of contractual agreements
- To prepare presentations, proposals, plans, contact reports as necessary
- Input into the group sales and marketing plan as required
- Ensure that field intelligence is fed back into the company and input into the prioritisation and specification of new product development.

General requirements

- The Contract Sales Manager Role for Abingdon Health Ltd. is field based but will require continental and some international travel to related meetings where required.
- The primary role of the Contract Sales Manager is to prospect, generate and close new business revenue and activities will require networking, cold calling, expositions or other means of generating interest from potential clients.

Skills/Competence

Essential

- Minimum 3 years' experience in B2B sales preferably within a life science, IVD or related business

- A demonstrable record of success in selling new business
- The ability to communicate effectively with a wide range of people
- Computer literate (Office packages & CRM)

Desirable

- Experience in a lateral flow, immunoassay sales environment preferably within an OEM B2B services capacity
- Familiarity with Antigen and antibody-based assays
- Experience of Miller Heiman or equivalent professional training

Qualifications

Degree or higher in a scientific subject or equivalent professional experience (5+ years)

Reporting

The position reports to the Head of Contract Sales

Location

Field Based – US West Coast & Central

For all enquiries concerning career opportunities please email hr@abingdonhealth.com with Curriculum Vitae (CV).

About Abingdon Health

Abingdon Health is a technology-enabled lateral flow diagnostics company providing innovative rapid testing solutions to a multi-industry, global client base. Located across 3 UK sites, Abingdon Health provides specialist assay development and Smartphone reader division alongside Europe's largest lateral flow test manufacturing capacity. By combining a multi-disciplinary approach with precision automation Abingdon Health assures product consistency and security of supply for the most complex of assays and markets. Abingdon Health takes projects from initial concept through scale-up and into high-volume manufacturing in addition to accommodating clients looking to transfer their rapid test from third-party developers or manufacturers.

Abingdon Health is headquartered in York, United Kingdom. Visit www.abingdonhealth.com.