

# Sales Manager – EEMEA region (within our General Laboratory Products Group)

Livingston, Scotland

Salary dependent on experience

This is a **brand-new role** and **exciting career opportunity** for a **Sales Manager or highly commercial lab expert seeking a transition into Sales**. Our client is a division of Techcomp Europe, which consists of a group of SME scientific instrument manufacturing businesses with production sites across Europe. Our UK HQ is based at our campus site in Livingston, Scotland where we have recently invested in our SME facilities. Our Laboratory Products Group, with commercial operations based in Livingston, is responsible for the sales and support of Techcomp Instruments' general laboratory products into the Eastern Europe, the Middle East, and Africa ("the region").

We are seeking a **dynamic, proactive and self-motivated Sales Manager** with good technical knowledge and a level of understanding of **analytical & life science environments & equipment**. **Ideally our Sales Manager will have a scientific degree, however if you have experience of the industry and a good understanding of General laboratory environments and their applications rather than a formal qualification, we'd still like to hear from you**. It's really important that you will be able to **converse with customers about their requirements, speak from a position of knowledge about our products, and that you feel 'at home' in the lab environment**. **You may currently be working in a lab with the desire to move into Sales, where you can put your technical knowledge to commercial use**. The role will require the ability to fit in well as part of a team; operate effectively in a multi-cultural and diverse environment. You should also be capable of working independently, as a large part of your time will be operating across your region.

Reporting directly to the General Manager, responsibilities will include:

- Recruitment of new distribution partners
- Management of existing distribution partners in specific territories.
- Assistance and co-ordination of activities and information with HQ based marketing and product management team to share ideas and market intelligence.
- Support and communicate regularly with peers in the manufacturing operations in France, China and Switzerland
- Generate a sales pipeline and management of the Techcomp CRM database to provide visibility of opportunities and communications
- Provide support for tenders and opportunities with dealers in their markets

It is expected that our new **Sales Manager** will spend at least 50% of their time travelling to customers sites across "the region". Whilst there are restrictions on global travel at the present time, we are operating a mix of remote & office working, supported by technology to ensure we continue to meet our growth targets and customer engagement. This is **very much a self-directed role** where you will be expected to **grow our sales pipeline and generate new sales from initial opportunity**. With appropriate training you'll **carry out product demonstrations and providing practical support to end-users**. You'll enjoy visiting customer sites and be naturally curious about their set up.

For more information, please call our exclusively retained Consultant Elaine Rippon of Oakleigh Resourcing on 01477 534491; view the full job spec on [www.oakleighresourcing.co.uk](http://www.oakleighresourcing.co.uk). To apply email your CV to [oak147@oakleighresourcing.co.uk](mailto:oak147@oakleighresourcing.co.uk) No agencies please.