



Technical Sales Specialist

Company profile

NBS Scientific is a specialized distributor in high-quality products for: sample storage, sample handling and liquid handling. The products are sold to research laboratories in the life science industry. NBS Scientific is part of an international group of distributors in Europe and the USA. Our headquarter is based in the Netherlands. We stand for high quality products & services, innovations, creativity and sustainability.

We are offering efficient products and a personalized service to reach the expectations of each of our customers. Building on our strengths, we continuously develop our company on the market of the life sciences industry.

As part of our development, the Technical Sales Specialist will add value to performance and business continuity in terms of sales of products, technical maintenance services and achieving the sales targets as agreed and set up in (yearly) goals and plan. The Technical Sales specialist will be in contact with our clients and our International manufacturers and will have as main responsibilities to sell the NBS Scientific products and services, according to the annual sales plan / Maintain and increase the NBS Scientific market share by creating distinctiveness compared to the competitors / Maintain and increase the NBS Scientific relationships network / Provide market information to NBS Scientific by maintaining and improving relations in the Life Science Market / Provide user advise and application advise to the end user of the NBS Scientific products.

Job requirements

- You must have a minimum of a BSc in a Life Science subject such as: Molecular Biology, Microbiology, Biological Sciences, Biochemistry, Medical Science or similar
- 3-5 years sales experience in the Life Science Market ideally in consumable sales
- You will have experience working to a target and are able to manage your time effectively to achieve the companies goals.
- You must be a determined, self-motivated and enthusiastic individual who is able to convey technical information.
- Experience working in a laboratory setting would be beneficial.
- Maintain excellent awareness of the laboratory marketplace including monitoring competitor activity and market trends.
- You must possess a full and clean UK drivers license

The Role

- To grow and develop all existing and potential customers such as: Universities, Hospitals (NHS), Pharmaceutical and clinical laboratories etc.
- Maintain and increase face to face customer interaction with efficient territory planning and appointment management.



- Gather customer intelligence and feedback to enable a pro-active participation in product enhancement and new product development
- Attend and facilitate exhibitions as and when required
- Ensure accurate management of CRM records (Hubspot) within the territory
- Ensure that product knowledge and customer communication is to the highest standard.
- Timely supply of product samples and quotations for customers
- Deliver sales against quarterly targets
- Report on pipeline and sale on a monthly base

Benefits

- Competitive Salary £29-£37k
- Comprehensive Pension Scheme
- Health care plan
- 25 Days Holiday (Plus Bank Holidays)
- Complete portfolio training at the manufacturers facility
- Excellent Career progression Opportunities
- Knowledgeable team environment in a startup environment
- Car allowance
- Mileage allowance
- Company mobile and Laptop
- Fully expensed home office

Territory: Initially South of England (Travel at least 70% travel is required)

Home Based: Oxford/London/Cambridge would be an ideal location

Are you interested?

Please send your cv and covering letter to: Jessica Iske, HR@micronic.com
Recruiters response to this vacancy will not be appreciated.