

TRANSPLANT TECHNICAL SALES SPECIALIST

Overview of V.H. Bio Limited

V.H. Bio is a leading supply and distribution company for the life sciences industry within the United Kingdom and Ireland. The company supplies laboratory testing products and equipment to a variety of routine and research life-science laboratory segments including Hospital, academia, and industry.

Overview of the Position

The Transplant Technical Sales Specialist is a field based, customer-facing role covering the UK and Ireland. The role requires a person capable of demonstrating and communicating a high-level of technical understanding to prospective clients and therefore knowledge of Histocompatibility and Immunogenetics (H&I) is essential, as is an understanding of all aspects of the field such as antibody detection and molecular biology techniques and technologies.

Products within our Transplant portfolio often require a consultative sales approach; frequently dealing with key decision makers such as: Procurement Managers, Laboratory Managers, Department Heads & Post-Doctoral researchers within University, Pharma, Biotech, Clinical & Life Science research institutes and laboratories.

The role requires a person who is confident with the hands-on performance of laboratory techniques within the H&I laboratory environment and has good interpersonal skills. A large proportion of the role will involve customer-facing activities such as performing product presentations and product demonstrations to prospective customers.

As a Transplant Technical Sales Specialist you will be a motivated and highly-driven candidate, possessing excellent communication and organisational skills, a very dynamic individual.

The ideal candidate could currently be working in a laboratory and have experience in areas/techniques such as: Luminex-based antibody detection, Luminex-based genotyping, qPCR, and NGS for genotyping, Chimerism and dd-cfDNA. Motivated and driven to move into a commercial role. We envisage that this role might suit somebody from a H&I laboratory

background, who in addition has previous experience in dealing with commercial companies.

The successful candidate will be educated to degree level in a biology-based subject to include: Molecular Biology, Cell Biology, Biochemistry, Biology, Genetics, Microbiology, Immunology, or other related degree. BSHI Diploma / STP welcome but not essential to the role.

The primary goals of the role are to facilitate technical support and sales development of V.H. Bio's Transplant products whilst at the same time advancing relationships with existing customers.

Tasks and Responsibilities

- Reporting to the Manager of Transplant Products and Laboratory Services you will be responsible for implementing a structured technical sales approach to develop business for V.H. Bio's Transplant products within the territory.
- Working closely with key industries such as: Clinical/NHS, Academia & Industry; dealing with key decision-makers including Laboratory Scientists and Technical Staff.
- Successfully identifying and qualifying new prospects, delivering technical product presentations and demonstrations of V.H. Bio products throughout the territory to develop business.
- Provide technical and application support within the territory for V.H. Bio's Transplant product portfolio.
- Partner with key customers to facilitate collaborations, evaluations, studies, and customer awareness and education programmes.
- Maintain positive relationships with customers.
- Maintain and increase product utilisation by customers.
- Provide competitive and market insight feedback to Transplant Product Manager.

All listed tasks and responsibilities are deemed as essential functions to this position; however, business conditions may require reasonable accommodations for additional task and responsibilities.

Preferred Educational Background:

- Minimum of BSc in a Life Sciences subject, i.e. Molecular Biology, Genetics, Microbiology, Immunology or Cell Biology.
- BSHI Diploma / STP desirable (but not essential).
- MSc desirable (but not essential).

Essential Experiential Background:

- Hands-on laboratory experience (research, clinical, or industry) in the field of H&I.
- Knowledge of NGS and PCR-based technology.
- Knowledge of antibody detection.
- Must be a determined, self-motivated, enthusiastic, articulate, well-presented person and able to convey technical information clearly and successfully.
- Valid driving licence.

Preferred Experiential Background:

- No previous commercial experience is required – however you must have a desire for business development and sales, using your Scientific Degree to your advantage with technical knowledge of V.H. Bio's Transplant products and the H&I field.
- 3-5 years of experience within H&I field is preferred.
- Must be willing to travel primarily within the UK and Ireland, but will occasionally require international travel.
- Demonstrated written and verbal communication skills.
- Clear vision of and commitment to providing outstanding customer service.
- Demonstrate the ability to work effectively with internal colleagues and external customers to deliver results.

Salary & Benefits:

- Competitive Salary
- Non-Contributory Pension Scheme whereby, a sum equal to 8% of your salary will be paid into the Scheme by the Company Private Health scheme.
- 23 days holiday allowance pro-rated for partial years, of which 3 must be kept for the shutdown period during Christmas, plus statutory holidays, rising by 1 day for every year's service to a maximum of 28 days after 5 years.
- 55p/mile car allowance