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| **Job Title** | Sales Manager – Life Sciences  |
| **Business Unit** | Harrow Green |
| **Department.** | National  |
| **Location** | Hybrid |
| **Reports to (direct)** | Head of Laboratory Services  |

# MAIN PURPOSE OF JOB

Restore Harrow Green is the UK’s leading commercial & laboratory relocation company and as such we are continuing to add and offer new services to complement our core offerings. The main purpose of this role is to support our growing life science division with new business opportunities, specifically in our new bio-storage facility / samples storage and disaster recovery.

Additionally to growing the bio-storage facility / sample storage and disaster recovery, the candidate will look to support the growth of other areas of the life science division, including laboratory relocations and the storage and distribution of capital equipment and consumables.

# KEY TASKS

* Generate new life science bio-storage opportunities and revenue for the business through bought in data, social media platforms, industry research, networking and other platforms.
* Generate new life science opportunities and revenue for laboratory relocation and storage and distribution services
* Ensure all lead and opportunity data is captured and updated in the CRM system
* Report against set objectives and revenue targets
* Complete client proposals / quotations for bio-storage and other related services
* Representing the business at exhibitions and networking events

# SKILLS, KNOWLEDGE & EXPERIENCE REQUIRED

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| * IT skills – Microsoft packages – Word, Outlook, Excel, and PowerPoint.
* Experience with CRM systems
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| * Strong sales process skills
* Understanding of laboratories and bio-storage services
* Knowledge of the wider life sciences environment
* Commercial Awareness
* Communication - capable of communicating with a range of stakeholders
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\*\*\* The above is not an exhaustive list but an outline of the role duties. All Restore Harrow Green colleagues need to be aware that they may be asked to perform tasks and be given responsibilities as reasonably requested.

# OTHER INFORMATION

A full driving license will be required. In addition, due to the emphasis on life science services, the candidate will be expected to work very closely with our life science division.

As a salesperson, commission will be discussed as part of the package and will be down to the company’s discretion.

Travel and overnight stays may be required as part of this role.

# COMPLIANCE RESPONSIBILITIES

* Adhere to all Company Policies and Procedures contained in the Health & Safety, Quality, Information Security, Environmental and Business Continuity & Disaster Recovery Management Systems
* Report any Health & Safety, Quality, Information Security, Environmental and Business Continuity & Disaster Recovery incidents to your supervisor/line manager
* Managers are responsible for training colleagues on Company Policies and Procedures contained in Health & Safety, Quality, Information Security, Environmental and Business Continuity & Disaster Recovery Management Systems.

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| **APPROVALS:****Line Manager**Name: ……………………………..………………………..Signature:… ……………………………..………………………..Date: … ……………………………..……………………….. | **Post Holder**Name:……………………………..………………………..Signature:… ……………………………..………………………..Date:… ……………………………..……………………….. |

**Signed Job Description are to be returned to the People Services team**