



## Sales Manager

Being part of Novalabb is to be part of a growing company specializing in the latest innovations in life sciences. Do you want to do challenging interesting work and be part of a growing team that values performance, quality and innovation. As Sales Manager you will be responsible for selling the complete consumable and instrument portfolio of Novalabb to the Life Science Market. You will use your knowledge, understanding of the market and to enable us to expand our market share and grow our customer network.

### 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
- 2-3 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 driver's 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 basis



## Company profile

NovaLabb is an independent company based in Cambridgeshire. NovaLabb is part of NovaEurope with a distribution framework in France, Germany and the Netherlands. We supply laboratory instruments, consumables and services across the whole of the UK and Ireland.

We distribute a growing brand of products including: Micronic, Capp, HTI Bio-X, Vitl and Dispendix.

## Benefits

- Competitive Salary £27-£35k
- 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, covering letter and link to LinkedIn profile to: [sales@novalabb.com](mailto:sales@novalabb.com)  
Recruiters response to this vacancy will not be appreciated.