

opportunities

TTP is looking for clever, hardworking, innovative and hands-on scientists and engineers with a high degree of commercial awareness to contribute to the continued growth and success of our business. Our success depends on flexible and committed staff prepared to ensure we meet our customers' targets – development timescales are short, the specifications demanding, and the projects often require frequent international travel.

TTP LabTech

European Sales Account Manager (ref.www-LT21)

Key Responsibilities

- Responsible for market development and sales of the Acumen product line across Europe, targeting pharmaceutical, biotech and academic customers.
- Hands-on presentation of the products when necessary.
- Work in close co-ordination with colleagues in TTP LabTech – will interact frequently with Sales colleagues, Applications, Product Development/R&D, Marketing, Manufacturing.
- Drive and lead sales of new products within TTP LabTech as they come online, including a re-launch planned for May 2010 and new product introduction.
- Contribute to the overall commercial development of TTP LabTech in order to ensure that the overall objectives and long term vision is achieved.

Experience and Qualifications

- Strong academic background – degree level in life science, ideally higher degree.
- Credible technical understanding of the products and ability to represent them to customers, as well as comfortable with some hands-on demonstrations if necessary.
- Experience of sales of high value, high technology instruments and solutions to the pharma/biotech/academic market. Proven track record of meeting and exceeding sales targets.
- Management of long term sales process, and understanding of the buying cycle for major capital equipment and the strategic sales approach required.
- Ability to operate effectively within a multi-functional team – will interact with Applications, Product Development, Marketing, Manufacturing.
- Established network across the UK and Europe, proven success and ability to develop business on an international level and adapt to the varied cultural demands of the customer base.
- Must be self-motivated and self-sufficient, able to operate with minimum infrastructure

Key Competencies Required

- Must be self-motivated and self-sufficient, able to operate autonomously.
- Flexible attitude to travel across Europe.
- Enthusiastic, positive, can do attitude
- Honest, high level of integrity with customers. Must be able to gain respect and trust (internally and externally).

For more information on TTP LabTech please visit: www.ttplabtech.com

To apply for this vacancy please submit your cv, stating the reference number above, to:

recruitment@ttp.com
or send it to:

Human Resources
TTP Group plc
Melbourn Science Park
Melbourn
Hertfordshire
SG8 6EE UK



TTP GROUP