



Title: **IVD Raw Materials & OEM Sales Manager**

Reporting to: **Director of Sales**

Role and Responsibilities

The role of the IVD Raw Materials & OEM Sales Manager will build market position by identifying, locating, developing, defining, negotiating and closing business relationships in conjunction with the Sales team. The Manager will have the following responsibilities:

- Locates or proposes potential business deals by contacting potential partners; discovering and exploring opportunities.
- Screens potential business deals by analyzing market strategies, deal requirements, potential, and financials; evaluating options; resolving internal priorities.
- Identifies ideas by researching industry and related events, publications and announcements; tracking individual contributors and their accomplishments.
- Develops negotiating strategies and positions by studying integration of new ventures with company strategies and operations; examining risks and potentials; estimating partners' needs and goals.
- Manage the internal sales process to ensure all products are delivered in accordance with customer requirements.
- Closes new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.
- Protects organization's value by keeping information confidential.
- Updates job knowledge by participating in educational opportunities; maintaining personal networks; participating in professional organizations.
- Enhances organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to individual deliverables.
- Continuously growing relationships with our existing and potential customers, suppliers and internal support team.
- Provide monthly updates to the Director of Sales and VP Commercial on current projects as well as developing a pipeline of future projects.
- Performs other related duties as assigned by manager.

Qualifications / Requirements

- Bachelors Degree (Science or related discipline)
- Minimum of 5 year's relevant sales experience - experience in the in vitro diagnostics (IVD) industry desirable
- Thrives on challenge and fast-paced goals, seeking to always exceed expectations both internally and externally.
- Good organisational skills, along with good communication and presentation skills
- Outstanding interpersonal skills, with exceptional social awareness and strong relationship management skills.

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Technopath Life Sciences Park, Fort Henry, Ballina,
Co. Tipperary V94 FF1P, Ireland. www.technopathcd.com



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CV to to our Human
Resources department:
hr@technopathcd.com



- Continuous learner, always seeking opportunities to improve effectiveness of campaigns and learn new technologies.
- Flexible—able to work effectively in a variety of environments and situations.
- Ability to build rapport with employees and vendors
- BSc/BA in Business, Psychology or a related field
- Professional certification (e.g. CPLP, CIPD) is a plus

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