



JOB DESCRIPTION:

Key Account Manager North

Job Title

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Main Purpose of Job:

Covering a region comprising of NI, Scotland and the north of England, the candidate will be responsible for achieving specific sales and profit targets for the territory across the key product portfolio. The portfolio includes laboratory diagnostics for microbiology and biochemistry, as well as an innovative POC product range. The role therefore requires developing relationships with a wide range of stakeholders spanning multiple disciplines and parts of our healthcare system.

Responsible to:

Professional Diagnostics Lead

Business Level:

Specialist Employee

Responsible for:

NA

Main Tasks of Job:

1. Achieve sales and profit plan for the region across the key product portfolio
2. Maintaining and supporting existing sales in the territory, whilst developing new business.
3. Support with implementation and training for customers.
4. Develop an effective territory plan in line with financial and non-financial objectives
5. Manage effective required reporting through CRM and task management software
6. Work collaboratively with your account handler to manage non-focus opportunities and account management activity
7. Take a proactive approach to pipeline management, ensuring customer needs are prioritised at all times
8. Represent Una Health professionally and efficiently through effective communication and engagement

Key Attributes

1. Account management experience of IVD products, ideally in microbiology and point of care with experience of managing a diverse range of stakeholders to achieve sales.
2. Ability to quickly understand product and technical information.
3. Proactive and self-driven approach, demonstrating an ability to drive own success
4. Positive mindset, demonstrates an adaptable and creative approach to challenges and barriers

5. Motivated by success, both personally and for the organisation
6. Demonstrates an ability to prioritise and manage workload to achieve objectives

Benefits

- Competitive salary
- Company car or allowance
- Uncapped OTE, paid quarterly.
- 25 days holiday, plus bank holidays and Christmas closure days (3, 28 days leave total).
- An additional day off for birthday
- Increasing holiday with service.

The above is not an exhaustive list of duties and you will be expected to perform different tasks as necessitated by your changing role within the organisation and the overall business objectives of the organisation.