



European Sales Development Manager: Chemistry

Educational Background (Qualifications):

- BSc (Hons) Chemistry – University of Nottingham
- PhD Organic Chemistry – University of Nottingham

Brief employment history prior to Sigma-Aldrich:

Medical Representative - Servier Laboratories Ltd (1 year)

Senior Scientist - Evotec OAI (2 years)

Recruitment Consultant – SRG and VRA

(18 months)

After graduating with a BSc (Hons) Chemistry, I stayed at Nottingham University to complete a PhD in Organic Chemistry under the supervision of Professor Gerald Pattenden. I joined Servier Laboratories Ltd as a Medical Representative promoting three of their leading pharmaceutical products to GPs and surgeons within Gloucestershire's Primary and Secondary Care Trusts. Unable to escape the lure of the laboratory I joined Evotec as a Senior Scientist and following two further years in a lab coat I moved into the world of scientific recruitment. I qualified as a Professional Recruitment Consultant and enjoyed 18 months within the industry before moving full circle back into scientific sales. I initially worked in the UK as an Account Manager (North West territory) for Sigma-Aldrich and after two successful years I was promoted to European Sales Development Manager for Aldrich-Chemistry. This role allows me to utilise all of my experience from my previous role and communicate this to

develop and implement key strategic sales and marketing campaigns, based on our innovative products that aim to support the latest scientific developments in both Industry and Academia.

My Chemistry qualifications have been a key factor in allowing me to move into different employment sectors and have given me the opportunity to find the career that enjoy most.

Brief employment history at Sigma-Aldrich:

2006 - Account Manager – Research Essentials

2008 - European Sales Development Manager: Chemistry

During my two years as an Account Manager I was responsible, via a creative sales approach, for developing and maintaining select business partnerships within my territory. This involved implementing effective business solutions/agreements, which address each clients individual needs in order to increase their scientific success.

Key career achievement:

2007 Runner Up for European Sales Person of the Year

2007 Research Essentials Account Manager of the Year (UK and Ireland)

2007 European Serum Blitzer Award

Career Aspirations:

A career within Sigma-Aldrich involving Aldrich-Chemistry. Long term I would be looking at something global.