



Position: Field Sales Specialist

Country:	UK	Location:	Poole Office / Field Based
Business Unit:	Research Biotech	Department:	RB Field Sales
Version:	V1	Written by:	BU Manager
Position Reports to:	RB BU Manager	HR SOP Ref. No.	

PURPOSE OF THE POSITION

To meet or exceed sales targets in line with Biotechnology BU objectives through territory business planning and direct selling activities within an assigned postcode territory. To be achieved by managing customer relationships and supporting all BT initiatives whilst working closely with colleagues in various departments as appropriate, including BT Sales Development, Inside Sales Research, Sales Support and Essentials sales teams. Initiatives include Custom & Functional Genomics, Protein Expression and Proteomics, Cell Signalling & Neuroscience and Molecular Biology. The Sales Specialist will have an in depth knowledge of BT focus products, providing strong technical sales expertise to their customer base in an assigned territory and in line with all these initiatives. As part of the BT team, active contribution to BT meetings and training sessions is required in support of the entire BT Team and its goals.

ESSENTIAL JOB FUNCTIONS (key accountabilities)

- Generate strategic and tactical territory plans on a monthly basis in order to meet or exceed sales targets.
- Increase sales of BT products by initiative to meet or exceed territory sales targets.
- Maintain appropriate records in Goldmine.
- Understand market and competitor activity with scientific trends through customer interaction and other applicable sources.
- Organisation of Presentations and Seminars.

BASIC QUALIFICATIONS

Education:

Essential: BSc in Life Science Field

Desirable: MSc or PhD in Life Science Field, Training on Professional Selling Skills/Territory Management.

Experience/key achievements:

This role requires an understanding of key molecular biology principles, methods and applications. Strong technical knowledge of products is essential within the following focus areas relating to Sigma-Aldrich BT business: PEP, CSN, CG, FG, Mol Biol. Some experience in hands-on life professional science laboratory experience in the areas note above and some considerable sales experience in the Life Science market. However, compelling technical expertise and a demonstration of strong interpersonal skills and organisational skills or success in sales of non-LS products may be considered in lieu of direct experience in life science, eg field applications support.

Skills/Knowledge:

Critical: Verbal and written communication skills at a professional level.

Essential: Familiarisation of PC and software applications, eg word processing, spreadsheet, email, internet. Strong organisational, time and territory management skills. Strong presentation skills appropriate to deliver technical and commercial sales-related presentations to customer base. Ability to interact and sell products directly to research scientists, utilising products in the focus areas of Functional and Custom Genomics, Proteomics, Protein Expression and Molecular Biology. Ability to map and plan activities including devising and executing business plans relating to this.

Note: This job description reflects management's assignment of essential functions and position responsibilities. This job description in no way states or implies that these are the only duties to be performed by the incumbent in this position and nothing in this job description restricts management's right to assign or reassign duties and responsibilities to this job at any time. Requirements are representative of minimum levels of knowledge, skills, and/or abilities expected to meet job standards.

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ADDITIONAL LOCAL NEEDS:

Environmental conditions: Travel conditions include travel by car, plane, train and tube. Visits to customer base including research laboratories that may contain hazardous materials and animal research

Physical requirements: Ability to drive and spend extended periods of time in automobiles. Be proficient at using a computer for tasks detailed in skills above. Be capable of easily moving between customer locations including laboratories. Be capable of lifting and transporting boxes of literature and other supplied. Ability to travel overnight and stay away overnight as necessary.

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