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Business Development Manager

Antech is seeking an experienced individual to join our successful technical sales team.

The role requires a highly motivated self-starter and involves working closely with the Managing Director developing new opportunities and sales, while servicing existing customer accounts.

The role is varied, but will include creating demand and consequently sales, direct contact with our current and prospective client base, plus generating awareness for our product lines through a mix of outbound communication, e-marketing, website updates and CRM management (ACT!).

This is an exciting opportunity to join a successful business in a growing market.

Responsibilities

Pro-actively develop new business

Promotion of new products to existing customers and existing products to new customers

Telephone Communication with new and existing customers

Develop marketing campaigns and initiatives

Work closely with vendors on new business campaigns

Provide monthly updates and report on customer engagements and KPIs

Desired Skills and Experience

Minimum 2-3 years sales and industry experience

Excellent communication and account management skills

Excellent knowledge of Microsoft Office

A combination of the following would be considered a distinct advantage:

- Technical sales to pharmaceutical/life-science and academic sectors
- Knowledge of WordPress
- Knowledge of cGMP or scientific background
- Previous knowledge of ACT! CRM package

Applications including cover letter to HR@antech.ie