

A Life Science Sales Professional

37a Utopian Gardens, Moonbeam Village, Cheshire. MV19 9AV
Tel: xxxx xxxxx Email: alifescisalesbod@emailprovider.co.uk

A highly successful and professional Salesman with excellent interpersonal, client development and customer service skills, proven at delivering sales against company objectives. A hunter with a passion for winning new business and targeting new markets. A self-starter, tenacious and commercially focussed individual with exceptional drive and high work rate seeking to join a progressive and ambitious Life Science Instrumentation organisation.

KEY SKILLS AND ACHIEVEMENTS

- Proven high achiever who has consistently exceeded stretching targets throughout my career
- A natural New Business Developer able to open up big-Pharma & Biotech from cold
- Multi-award winning for revenue targets and sales success
- Managed European territory have a strong contact base within Academic and Industry
- Comfortable Managing large budgets and consistently delivered/exceeded £20mil+ sales targets
- Determined, committed, well organised, trusted to deliver and takes ownership
- Considered by colleagues to be a Product Expert across all technologies and the go-to person for technical sales advice & support

CAREER HISTORY

Jun 2016 - present

NGSr Technologies Business Development Manager

NGSr technologies are a next gen sequencing business selling instruments, reagents, software and services. I joined the business as they looked to move away from a distributor model to direct sales. Took responsibility for Europe including extensive travel (60%+) to visit customers and attend international events.

- Selling the whole range of NGSr Technologies for DNA Next Gen Sequencing including Sequence Capture, RNASeq, and Microarray with the UK and Europe
- Exceeded all monthly, quarterly and yearly targets. Total sales in 2018 was 27% above target resulting in being awarded the Presidents Club award for highest World Sales
- Largest customers are University College, Crucker Institute, The Hanger Center, KSG Pharma, DRC Biotech
- Active member in the launch and selling of a new NGS Diagnostic Services to EU academic network (and currently working on a launch plan for Pharma & biotech's)
- NGS Diagnostic Services resulted in c£5 mil additional sales within 2 years of launch
- Secured 10 Exclusive supply agreements with major academic and Biotech accounts resulting in the ring-fencing of £10mil annual sales
- Won new business in-excess of £12mil since joining NGSr Technologies
- Guest presenter at numerous symposiums and conferences

Feb 2010 – Jun 2016

Altiri Biotech Key Account Manager (May 2013 - Jun 2016) Account Manager (Feb 2010 – May 2013)

Altiri Biotech develop software solutions for Flow Cytometers and sell enhanced software across a range of systems focused on work-flows, HT applications and automation. Originally starting as an Account Manager for North West England I was subsequently promoted to Key Account Manager for all top 10% clients based on my proven ability to grow business within big Pharma and developing strong customer relationships.

Key Achievements:

- Exceeding monthly quarterly and yearly targets. Yearly target circa £1.4m
- Demonstrated Y-on-Y growth every year with the business
- Highest grossing sales person (world-wide) for 2011, 2012 and 2013
- Signed and successfully managed exclusive sales agreements with 3 top 10 Pharma organisations
- Largest customer KSG Pharma

Jan 2007 – Feb 2010

Product Specialist Lab Plastics plc

- Providing technical assistance to both staff members and customers, demonstrating laboratory plasticware to customers ensuring their satisfaction.
- Trained internal staff and sales team, liaising with manufacturers and customers to solve any technical issues
- Along with an Account Manager, attended client meetings to assessing customer needs requirements and

equipment suitability for applications.

- Awarded Employee Star for 2008 for going above and beyond requirements of the job with a key Pharma client that resulted in them moving all plastic ware sales to us (value £500K+ per year).

EDUCATION

10/2002-11/2006 **PhD Cell Biology** **University of JacobsWell**

Thesis: Epidermal Growth Factor Receptor (EGFR) signalling in the regulation of skeletal muscle fibre type

- Examined potential transcriptional effects of EGFR inhibition (drug treatments and transfection) in cell culture and mouse using qPCR.
- Evaluate metabolic effects of EGFR inhibition in cell culture and mouse using western blot, immunostaining and mitochondrial staining.
- Characterisation and gene editing of EGFR in zebrafish using bioinformatics, in-situ hybridisation (in-house generated probes), CRISPR/Cas9 and high resolution melt curve analysis (HRMA) techniques.
- Phenotypical and genetic screenings and establishment of the generated zebrafish mutant line using whole-body immunostaining, confocal z-stack acquisitions and DNA sequencing.

Key Achievements:

- Excellent time keeping and organisational skills/ability to work towards and meet strict deadlines - Experiments had to be planned and carried out meticulously so as not to waste time or resources.
- Business Development – secured additional funding for the department via networking at numerous conferences and exhibitions and developing working relationships with Biotechs and Instrumentation vendors
- Communication skills - present my research in a number of different formats e.g. scientific papers, conference seminars and poster presentations to a wide range of audiences on an international scale, thus allowing me to develop excellent written and verbal communications skills.
- Project management - Responsible for the progress of my own research projects which were completed within a set time period and resulted in the award of my PhD.
- Innovative/problem solving ability - Responsible for sourcing techniques and ideas to allow my research projects to run smoothly and generate high quality results.
- Data analysis - Able to analyse and interpret data, draw accurate conclusions and convert it into an appropriate format for presentation.

1998-2002 **BSc Molecular & Cell Biology (1st class hons)** **University of Kimbilio**

I studied both Biology and Chemistry for three years and in my fourth I year specialised in Molecular and Cell biology.

1992-1998 **Ashdene Academy**

A-Levels: Biology (A), Chemistry (B), Maths (B), Advanced Biology (B).

GCSE's: 10 grades A-C including Maths, English, Biology and Chemistry

PROFESSIONAL DEVELOPMENT & TRAINING

NGSr Technologies Tailored Selling Course
Customer Centric Selling (Solution Selling) Workshop
Breaking Through to Peak Performance
Biotech Selling Skills
The Essentials For Successful Selling

Sponsored by NGSr Technologies
Sponsored by NGSr Technologies
Sponsored by Altiri Biotech
Sponsored by Altiri Biotech
Sponsored by Lab Plastics plc

ADDITIONAL INFORMATION

Publications: List available upon request

IT Skills: Highly proficient

Driving Licence: Full (no points)

Interests: Competitive sportsman: enjoy running and cycling and competed in numerous marathons, ultra-marathons, sky running events and cycling sportives.

Keen gardener: recently taken on an allotment with the aim to grow veggies for the family

Travel & Exploring: passion for adventures & exploring the world. Travelled extensively in the Himalayas, South America and hope to see more of Africa in the coming years

