

Job description

Job title: Product Development Sales Manager

Location: South west London with UK coverage

Salary: £50'000 OTE £60'000 with car, pension and benefits

Ref: 16318



LAWSON PRICE CONSULTANTS

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Our client is the UK's leading institute carrying out fundamental research and development in measurement technologies under the Government's direction and vital to improving quality of life, trade competitiveness and protection of the environment. They seek to promote the benefits of research and discovery for the good of the UK, through increased exploitation of that science, covering areas such as environmentally friendly transport, bioscience and healthcare, the intelligently connected world and a secure environment. In order to achieve their plans they now wish to recruit a suitably experienced, energetic and dynamic sales person into the role of Product Development Sales Manager and to join an already successful business development group.

Working with both the private and public sectors, your brief will be to develop new accounts and ongoing business revenues through the introduction of the results of research to exploit opportunities for industry, particularly in emerging markets. This exploitation may figure around newly created materials from nano science or perhaps the refinement of an organisation's own product through technical assistance in order to give it the boost it needs to lead in its chosen market whether domestic or international; whatever the need is, it's usually complex, challenging and bespoke.

Working from comfortable offices in south west London, but traveling the UK on a regular basis, the job is likely to interest a commercially astute technical sales professional, ideally relevantly qualified and with 5 years' successful experience gained in a target driven culture, who can demonstrate the ability to work independently, develop and manage accounts and take the lead in pre and post sales activities. Essential will be a keen understanding of industry needs and an interest or knowledge of emerging technologies.

In return for your commitment and success, they can offer an attractive salary and benefits package, career progression and the chance to work in some of the most exciting areas of UK industry and business.

All applications will be dealt with in confidence.

**To apply for this vacancy, visit www.lawsonprice.co.uk
or email candidates@lawsonprice.co.uk**