

Job Role: Sales Manager, UK and Ireland

Location: UK, remote working possible

Reporting to: Sales Director

Established in 1984, MAK-SYSTEM's vision is to design, develop, and deliver globally best-of-breed software to manage Blood, Plasma, Tissue, and Cells from end to end using the best technologies and functionalities for the patient's benefit. Our software solutions continuously support the digital transformation of organizations such as

- Blood Centers
- Plasma Centers
- Transfusion Services
- Tissue Banks
- Stem Cell Labs
- Cell and Gene Therapy (SME to Big Pharma, CMOs, Hospitals)

You will be responsible for driving the commercial agenda, building a customer relationships, and developing MAK System's business across the UK and Ireland

Key Responsibilities

- Delivering against an annual sales plan by prospecting, meeting customers and driving sales execution to generate sales volume of new business
- Managing the future market opportunity potential for the UK and Ireland
- Developing and executing an annual business plan supporting attainment of quota, key performance metrics, market share growth and reviewing progress on a quarterly basis
- Developing consultative sales relationships with across all key buying influencers in prospective organisations
- Owning funnel management in the CRM system, driving territory development and account strategy to closing deals in territory and any assigned existing customer accounts
- Maintaining knowledge of the UK and Ireland market drivers in the UK and Ireland, as well as prospective and assigned customer account's current and strategic objectives, purchase plans and key buying influences
- Closing business and growth strategies for UK and Ireland by collaborating with MAK colleagues and business partners

This job might be for you if you are:

- Strong relationship builder with the gravitas to operate at C-Suite
- Able to create a value proposition for customers
- Highly collaborative, partnering with colleagues across functions and geographies
- Motivated, autonomous and able to juggle multiple priorities
- Someone who operates with pace, makes things happen and can respond quickly to issues
- Willing to travel up to 75% of your time to attend sales meetings and trade shows

You will have:

- Experience selling enterprise healthcare software solutions
- Proficiency in Strategic Selling Concepts or similar
- Excellent written and verbal communication skills

You may have:

- Experience selling blood centre, transfusion or therapeutics software

To apply, please contact Lisa Frisch – l.frisch@mak-system.net