

Sales Manager EMEIA

Would you like to join us on our mission to empower researchers all over the world to achieve scientific breakthroughs? In this role you will have an important part to play in an industry that performs ground-breaking research. Working at Scientifica you will be a part of a successful global brand and a supportive team!

Why join Scientifica?

One of our most recent joiners said this...

“What attracted me most to joining Scientifica is the strong teamwork dynamic among employees. Every day is a great one when you’re working with a happy, trusting team of intelligent individuals with a range of background expertise. As a newer addition to the team, I know I’m never alone when questions arise. Additionally, our fantastic customers are passionate about their research, and it’s been really rewarding to empower their new scientific discoveries!”

More about the role

As a Sales Manager you will lead our EMEIA team to success by:

- Providing a strategic plan to ensure the EMEIA team are on track to achieve and exceed their sales targets
- Developing sales processes to continually improve the team’s effectiveness utilising the SPIN methodology
- Working with customers to find the best solutions for their research needs
- Motivating and developing the team through coaching, mentoring and formal training
- Collaborating with Marketing to promote brand awareness, develop sales opportunities and deliver product launches
- Collaborating with R&D to develop new and existing products
- Interacting across all business areas to ensure the highest levels of customer satisfaction
- Working closely with other Sales Managers to ensure a strong Global brand, sharing and developing ideas to improve Revenue, Margins and ensuring customer satisfaction

How will you make an impact?

As the team manager you will have the opportunity to continue to develop the EMEIA sales team – empowering them to achieve results and to do their best work. Through your team, you will facilitate better research possibilities for our customers, helping them to do things faster, more efficiently and even help them to push the limits of what is possible and using our products in new and innovative ways.

This is the job for you if...

- You have worked in a research lab environment
- You have experience with physiology and/or microscopy
- You are educated to degree level in Life Science. Neuroscience focus is advantageous, as is PhD level
- Proven experience managing or mentoring members of a sales team
- Knowledge of SPIN methodology would be beneficial
- You are target driven and motivated to succeed
- You are an excellent communicator and collaborator, can show high levels of empathy with your customer and team members
- Able to confidently apply your technical and analytical skills to provide the right solution for your customer's needs

This position enables flexible and hybrid working and requires travel to our UK sites and to customer locations throughout the EMEA territory.

What's on offer?

"I love that I have a great degree of control and freedom within my job. I work full-time on a flexible schedule."

- 36.5 hour flexible working week, allowing you to work and live harmoniously
- 33 days holiday including bank holidays
- Competitive salary and OTE bonus
- Buying Additional Holiday Scheme
- Employee discount scheme
- Life Assurance / Death In Service
- Long term income protection (sickness, disability)
- Wellbeing Programme including confidential employee helpline
- Judges Scientific PLC Share Incentive Plan

If you have any questions about this role or would like to apply with your CV and cover letter, please contact us at recruiting@scientifica.uk.com



Our vision is to be the world's most trusted provider of advanced electrophysiology and multiphoton imaging systems, enabling significant scientific discovery within the research community.