

**Job Title:** Sales Manager

**Territory:** Global

**Location:** Hybrid / Remote

**Salary:** £40k-£60k plus uncapped commission; attractive share option incentives

**Benefits:** 25 days/year holiday; pension

**Reporting to:** Chief Executive Officer

**About Us:** At Atelerix, we're pioneering shelf-stable science with a hedgehog's touch—smart, prickly when needed, and surprisingly cool. Inspired by the unique hibernation talents of our spiky mascots, we've developed a revolutionary gel that keeps biological samples just right, without the frostbite. No more cryogenic headaches!

Join us in a world where bioscience logistics are as smooth as a hedgehog's belly and every cell arrives fresh and ready.

**Role Overview:** As the Sales Manager at Atelerix, you are poised to lead not merely a sales team but a scientific upheaval, redefining the limits of bioscience storage and shipping. This role transcends conventional target achievements; it's about melting barriers in an industry ripe for innovation. You will construct and cultivate a high-calibre team dispersed across the globe, propelling growth, penetrating markets with our pioneering technology, and establishing our presence in new frontiers. This is an opportunity to burrow deep into strategic challenges and emerge as the visionary leader of a cutting-edge sales operation. Embrace this role and you'll not just tread new ground—you'll make it your own.

**Responsibilities:**

- **New Horizons:** Drive the acquisition of new customers while keeping existing ones as cozy as hedgehogs in hibernation.
- **Strategic Growth:** Execute sales plans to achieve ambitious revenue goals that exceed expectations and shake up the industry.
- **Global Strategy Input:** Provide sharp insights on global sales channels and market entry tactics.
- **Deal Mastery:** Become a maestro at qualifying prospects, syncing their needs with our stellar solutions, and prioritising high value near-term pipeline deals.
- **CRM Excellence:** Oversee and enhance the use of HubSpot CRM, making sure every lead and opportunity is tracked meticulously.
- **Worldly Wanderer:** Travel globally to meet customers, host site visits, and attend industry conferences, spreading the word about our revolutionary products.
- **Team Leadership:** Recruit, manage, and inspire a global sales team; nurture their growth like a careful gardener tends to their hedgehogs (or plants?!).
- **Data-Driven Decisions:** Utilise CRM to analyse sales trends and report findings to the senior leadership, identifying opportunities as well as potential thorns.
- **Cross-Department Collaboration:** Work seamlessly with other departments to funnel customer feedback and market insights back into product development and marketing strategies.

**Your Attributes:**

- A relentless improver, always looking to outdo yesterday's achievements.
- A keen eye for the biggest deals and an unyielding drive to uncover the largest customer needs.
- A passion for shaping the future of scientific research on a global scale.
- Resilience and enthusiasm to overcome challenges and stash wins daily.
- Thrives in the start-up environment—enjoying the grind, relishing the growth, and finding fun in the hustle.
- A natural communicator ('gift of the gab') with a strategic mind and a knack for leveraging opportunities to achieve their fullest potential.

**Your Experience:**

- Proven track record in sales within the life sciences sector, particularly in research and manufacturing environments.
- Deep understanding of drug discovery and/or diagnostics markets.
- Demonstrable ability to step into a managerial role or seasoned expertise in managing sales teams and seeking new challenges.
- History of successfully displacing established brands or aiding customers in altering their standard operating procedures.

Ready to roll like a hedgehog into a new adventure with us at Atelerix?

Apply today and join us in revolutionising how the bioscience world conducts sample storage and transport!