



## JOB DESCRIPTION

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**Job Title: Sales Manager, Europe**

**Group: Business**

**Salary Band: TBD**

**Reports to: Executive Director**

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### ROLE PURPOSE

The post holder will develop business relationships between the CCDC and its user communities in Europe and Asia.

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### MAIN DUTIES AND RESPONSIBILITIES

1. Create overall sales plans to grow income in target market sectors in Europe and Asia. Work with Product Managers to define sales strategies for their product lines into identified market segments. Research and develop new market opportunities for the CCDC product and service solutions in all target market sectors.
2. Oversee the annual renewals process, ensuring on-target retention and establishing multi-year deals, where appropriate.
3. Develop positive business relationships with existing industrial users across Europe. Encourage, negotiate and close upgrade transactions, where appropriate.
4. Engage and win new industrial user sites across Europe.
5. Explore possible sales channels to new territories in Asia, including China. Maintain and develop the existing partnership in JAICI, Japan.
6. Represent the CCDC positively at tradeshow, conferences and other external events.
7. Oversee the work of the internal sales and operations team. Identify process improvements and ensure the smooth running of the academic renewal processes.



8. Help develop productive strategic relationships with existing and potential vendor partners and collaborators in conjunction with Director, Strategic Partnerships.
9. Develop and maintain technical and commercial awareness of the capabilities and use of all CCDC solutions and their benefits to users.

This job description and person specification are only an outline of the tasks and responsibilities required for the role. The job holder will carry out any other duties as may be reasonably be required by their line manager.

### *Candidate Profile*

- Educated to degree level standard or equivalent in a relevant discipline
- At least 5 years of working experience in relevant commercial sales experience and the majority of the following in your background:
  - Applying molecular modelling or crystallography techniques in research
  - Interacting with molecular modellers or crystallographers in an industrial research environment
  - Presenting molecular modelling, crystallography or research informatics concepts
  - Negotiating commercial agreements and frameworks
  - Identifying and engaging with current and potential adopters of a relevant technology
  - Managing and leading a small team
- Excellent strategic and communication skills: Ability to present clearly and to develop and maintain a strategic view
- Organisational skills: Ability to self-organise & prioritise effectively. Ability to negotiate agreements to the long-term benefit of the CCDC and its users
- Willing and able to travel and to work away from home.