An exciting opportunity in Scientific Software Sales

Lhasa Limited is a successful not-for-profit company and educational charity, with an enviable reputation for collaborative scientific development. Our world-leading software and database systems are used globally in the pharmaceutical, cosmetics, chemical, agrochemical and other sectors for the prediction of toxicity, metabolism and degradation. Our continued success means that we now are seeking additional people to work with us in our prestigious head office in the heart of Leeds.

Sales Executive
(Full Time, permanent)

Competitive Salary + 34 Days Holiday + Generous Pension

What is the role?

The opportunity now exists for a highly motivated individual to join our dynamic Sales Team, selling and promoting our software which is used widely in the prediction of the degradation, metabolism and toxicity of chemicals.

The sales executive will be engaged in developing relationships with global clientele from a range of different scientific industries; presenting and demonstrating Lhasa products at clients sites, attending trade exhibitions and assisting clients with their purchasing process to close sales in order to grow the Lhasa business.

What do we offer?

Based in our modern office environment and working alongside exceptionally talented colleagues developing meaningful scientific software that supports the delivery of life-enhancing products which make a positive contribution to a reduction in animal testing.

Our charitable status enables us to make altruistic decisions for the public benefit and to work with some of the leading organisations in the world to really make a difference. Lhasa’s collaborative approach is widely trusted by our member organisations and ensures that we are able to access privileged information helping our people to gain the job satisfaction that arises from working on something special.

Salary is expected to be in the region of £30,000 p.a depending on skills and experience. Lhasa provides a generous pension scheme, 34 days personal holiday allowance plus statutory holidays and extensive training.

Join us if you want your career to make a positive impact for yourself and others.

Who are we looking for?

Educated to degree level or equivalent in chemistry or a related subject, you will have a desire to build a career in scientific sales, be able to demonstrate an aptitude for relationship building and have a willingness to travel internationally and frequently. Previous sales experience would be desirable but is not essential.

Some knowledge of toxicology or metabolism, experience in the use of in silico methodologies and knowledge of a foreign language would be an advantage.

For further information on Lhasa Limited and to obtain an application pack, please visit www.lhasalimited.org

Job reference number: SE Leeds

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Sales Executive Job Description

Grade 6

Summary of the Role
To promote the international sales of Lhasa Limited software and increase annual turnover in line with mutually agreed budget and targets.

Main Responsibilities

Sales
- Identifies and makes contact with prospects.
- Responds to sales enquiries from prospects.
- Builds strong scientific relationships with all stakeholders within prospective organisations.
- Keeps accurate and up-to-date records within the CRM system.
- Delivers sales presentations and demonstrates Lhasa software to prospects.
- Meets annual sales targets.
- Attend exhibitions, conferences, user group meetings and other such events.
- Provides feedback from prospects to enhance software performance and service delivery.
- Prepares relevant visit reports, ensuring that information is communicated appropriately internally and complete all actions in a timely manner.
- Ensures that routine sales tasks are fulfilled.

Software Delivery and Projects
- Represents and communicates prospect’s views during the software development cycles.

Financial
- Understands the departmental budget and works within budgetary constraints.
- Contributes to the development of the sales revenue budget.

Other
- Undertakes additional tasks and responsibilities which may be reasonably expected of the role as necessary in order to achieve the objectives of the sales team.
- Be responsible for his/her day-to-day work planning against business-as-usual activities and developmental objectives agreed with the Sales Manager or their nominee.
- Proactively maintain and improve your professional development through increasing your knowledge and understanding, in your field of expertise, through attending workshops, training events, conferences etc.
- Promote the visibility of Lhasa within professional networks.
- Actively suggests and implements continuous improvement ideas.
- Undertakes regular international travel to visit client sites.

Policies and procedures
- Complies with all relevant company policies and procedures.
- Completes all documents and records as required by the company policies and procedures.
Sales Executive Candidate Profile

Grade 6

Education and Qualifications

- Educated to degree level or equivalent in chemistry or a related discipline
- PhD in chemistry or related discipline
- Business level fluency in languages other than English

Skills and Knowledge

- Understanding of chemical structures
- Knowledge of toxicology, metabolism, degradation and organic reaction mechanisms
- Influencing at senior levels within client companies
- Negotiation of up to 6 figure contracts
- Adept in contract negotiation
- Strong working knowledge of CRM systems (e.g. SalesLogix)
- Excellent interpersonal and communication skills
- Excellent organisational skills
- Excellent presentation skills
- Excellent analytical and problem solving skills

Abilities

- To have a strong working knowledge of Lhasa Limited products
- To competently discuss scientific concepts with prospects
- To build strong scientific relationships with all stakeholders in prospective organisations.
- To deal with varied tasks and to work under pressure to meet deadlines and targets.
- To work effectively and responsibly without close supervision
- To work effectively through teams and positively impact team decision making.
- Available to travel internationally on a regular basis

Experience

- Experience in a B2B software sales role
- Experience of working within a scientific research and development environment

Personal Characteristics

- Self-motivated and proactive with a commitment to continuous personal development
- Reflects company values of Supportive, Passionate, Professional, Accountable