



Job Title: Head of Sales

Salary: Competitive + uncapped commission structure + up 18% pension contribution + other fantastic benefits.

Location: Remote with travel to the Lab based in Warrington 1-2 days per week

Hours: 40 hours per week Monday – Friday

Type: Permanent

Are you an exceptional sales entrepreneur with a proven record of selling into pathology services in the UK?

Are you results driven, money motivated, thrive on over exceeding targets and strive to continually increase market share?

Are you eager to be employed by one of the UK's largest Occupational Health providers who put their employees and customers in the heart of everything they do?

We are looking for an ambitious individual who wants to become a future Business Development Director and be a key member of the business leadership team. If this sounds like you, we want to hear from you. Apply Today!

Role Overview

We have rare and exciting opportunity available for a new Head of Sales to join Sankey Biolabs. Sankey Biolabs is a new start up pathology laboratory based in North Cheshire. A wholly owned subsidiary of PAM Group we aim to supply pathology services to the private and public sector and have a core business to expand from.

Our Pathology laboratory has received significant investment and has absorbed our internal business supply. We now want to expand the business and win new external clients servicing the occupational health, health screening, private practice and public health sectors with pathology services and soon to be added phlebotomy services. Our business has exceptional potential in this market place and is seeking to develop an ambitious growth plan, to be created and developed by an experience Head of Sales

Your aim will be to penetrate and develop new business opportunities and develop increased sales with key accounts of new clients and generating prospects and future sales growth.

Duties and Responsibilities

You will be responsible for creating and developing new market opportunities and propositions, aligning the core laboratory requirements to customers' needs and acting as a conduit of future client needs being built into the development plan of the laboratory and its support services.

- Build leads and prospects that can provide a reliable and substantial sales pipeline.
- Produce professional and compelling material to support sales pitches
- Personally lead, manage, and run the sales process, bringing in additional resource as required
- Develop a strong personal network of contacts to continually be aware of the market, both clients and competitors, and provide valuable information back into the business
- Subject matter expert in an aspect of business, pathology services aligning clients' needs and the laboratory services
- Negotiates and manages the contracting process with clients.
- Identifies, builds, and develops relationships with key stakeholders to maximise revenue opportunities.
- Manages and develops the business relationships for several strategic and/or large, complex allocated accounts and prospects to achieve revenue targets.
- Identifies market opportunities for new products and solutions, building a business case, and championing through the product development process.
- Achieve an annual revenue target for pathology services and complementary support services.

About You

- Experienced sales professional with previous experience selling pathology services
- B2B Sector experience essential,
- Experience in selling health chemistry and biological services
- A self-driven and motivated person who sets high goals and puts in the effort to achieve them
- A commercially astute and analytical individual, with excellent communication and relationship building skills and credibility at Board level;
- The candidate will be comfortable in working within the PAM Group behaviours and have a professional but engaging style and demeanour.
- Excellent leadership, team building and management skills a person who wants to grow into Business Development Director fast
- Encouraging to team and staff, able to mentor and lead
- Excellent verbal and written communication
- Confident in producing and presenting work

Benefits

- Competitive basic Salary + uncapped commission
- 3 year strategic bonus for achieving a step change in growth of sales and profit TBA
- 25 days holiday a year plus 8 Bank holidays
- Annual sales commission based on monthly sales TBA
- Car allowance
- Healthcare
- Life assurance scheme
- Up to 18% Pension contribution
- Flexible Working Hours
- Access to a 24/7 EAP Counselling line and a 24/7 GP line
- Amazing discounts on things like food and drink, retail and days out, all through our rewards scheme.

About Us

PAM was formed in 2004 following an opportunity to supply occupational health services to a leading high street retailer who they still supply to today. The company has grown organically at a consistent rate of 25% year on year. The strategic focus of the business is to be a leading preventative healthcare service provider in the UK. This will mean growth in the corporate (employers) consumer, insurance and healthcare sectors.

The business has 4 focused business units that range in size; all have significant growth potential that is only limited by the talent we need to deliver. The group has been acquisitive and will look for further strategic acquisitions that complement the growth strategy.

PAM has a workforce consisting of over 650 staff based regionally throughout the UK who provide a comprehensive range of high quality services, delivered through a bespoke combination of on-site implanted staff, remote services (including telephone & secure video conferencing) and clinic-based services via a UK wide network of PAM clinics.

Services are offered nationwide and they have established regional management teams to support their clients locally. Supporting this is their extensive IT capability, recognised quality management systems and solid financial standing.

Since the business was formed, PAM have continued to expand their portfolio of services, it has grown into the market leader in the UK Preventative Healthcare sector based with targeted business units in:

- Occupational Health
- Psychological Therapy
- Health Assessments
- Medical supplies and rehabilitation products
- Pathology services

Our Values

At PAM we are passionate about people and delivering our Everyday Things That Matter Values and Behaviours to our customers and our colleagues.

Our cultural philosophy is based on putting our people first, creating high performing teams who deliver great services for our clients.

We're looking for driven and ambitious professionals to join our team, who are just as passionate about our philosophy and values as we are:

- Hard Work & Enthusiasm
- Teamwork & Friendship
- Loyalty & Improvement