



Senior Sales Consultant

Location – Harrogate

Salary – Competitive depending on experience

Network Scientific are a multi-award-winning sales and marketing agency with some seriously ambitious growth plans! We have been operating in the industry for over 13 years and have grown to become a trusted partner to many scientific and medical businesses, ranging from SMEs to global blue-chip organisations in the UK, US and Europe. With an ambitious and fun business culture, we are searching for an exceptional individual to join our team and become part of our success story.

Honesty and integrity are paramount to our business culture, and we are looking to bring in a like-minded, stand-out individual to join our team and play a pivotal part in the next phase of our growth. Located in Harrogate, a beautiful spa town in North Yorkshire, we are easily accessible by public transport links from York/Leeds/Bradford/Ripon and surrounding areas. Hybrid working options are available.

Due to continued demand, we are delighted to be searching for a new senior sales team member to join our team and provide commercial sales support and expertise to our team and client campaigns.

Duties will include:

- Supporting and training junior team members
- Client account management
- Sales strategy creation and implementation
- Telesales and other lead generation activities
- Marketing activities
- Market research
- Tracking and analysing campaign successes
- Attendance at industry events, conferences and exhibitions

The successful individual will be educated to degree level or equivalent in a scientific/technical discipline and/or have laboratory or other related sales work experience. Candidates must be driven and hard working with a passion to pursue a career in a technical/scientific sales role. You will be comfortable working in a fast-paced, target and deadline driven environment with excellent communication skills.

Most importantly, as this position involves a lot of telesales, you must be comfortable on the phone speaking to clients, prospects and making cold-calls.

What else you need:

- Personality

- Confidence
- Resilience
- Sense of humour

In return, you will receive:

- Friendly, inclusive working environment built on a culture of trust
- Excellent salary, bonus and incentives
- Duvet days
- Mental health days
- Holidays increasing to 35 days in line with length of service
- Private health care
- Pension
- Flexible working hours
- Homeworking benefits
- Continuous training and development investments
- Regular team-building and company events
- Regular achievement awards and celebrations
- Additional 4 weeks holiday to be taken during your 10th year with us!

As winner of local Employer of the Year and Inclusivity awards, every member of staff at Network Scientific can shape their own future and, in turn, the future of the business. Significant investments will be made in your professional development and training and all input and ideas are valued and welcome.

We pride ourselves in providing an inclusive, encouraging and open working environment. If you want to be part of a thriving and happy team, apply now!!

For more information or to apply, please contact Zara Jackson on 01423 813520 or alternatively send your CV to zara.jackson@networkscientific.co.uk.