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## **Job Description: Commercial Manager (EMEA)**

Collagen Solutions is a global leader in the regenerative collagen-based biomaterials. Our core strengths are material supply and product development services within research and diagnostics, medical devices, and regenerative medicine. We are an exciting fast-paced growth company publically traded on the London Stock Exchange, looking for high caliber team members passionate about our vision:

***To be the industry's first choice for regenerative biomaterials.***

The Commercial Manager (EMEA) is critical to delivering sales growth via new customer partnerships and expanding business within our growing customer base. This position manages customer relationships and sales processes throughout Europe, Middle East, and Africa and is responsible for achieving sales targets through new account conversions and existing account penetration and retention.

### **What is expected of you:**

- Approach every day with a “Hunter” sales mentality
  - Meet or exceed annual and quarterly sales targets within the assigned region.
  - Identify, target and acquire new business within the region.
  - Maintain and expand sales by leveraging additional applications within existing customers.
  - Identify and support new product opportunities and/or marketing initiatives to achieve accelerated growth within the region.

### **How you will do it:**

- In-depth prospecting and territory planning to uncover new customers
- Using a conceptual, solutions-based sales approach - Increase sales through providing products, services, and value-added programs into new and existing customers and engaging multiple stakeholders.
- Use your skills to effectively manage business opportunities within both large (Fortune 500) and small regenerative medicine and medical device customers.
- Leverage your existing B2B relationships with R&D, Supply Chain and Senior Management at target companies within EMEA.
- Provide timely and professional follow-up on all inquiries and sales leads within the region.
- Prepare supply and development quotes and proposals in conjunction with operations and finance.
- Ensure customer satisfaction and retention through consistent, productive account calls.
- Develop and maintain an ongoing sales plan and forecasts to advance customer opportunities using the company's Sales Opportunity Management system and CRM.

### **Other Duties:**

- Prepare annual and quarterly business plans and presentations.
- Attend professional meetings, trade shows and other events.
- Participate in commercial team meetings where appropriate to further enhance business growth opportunities, improve selling skills, and gain knowledge about the customer base.
- Continuously improve skills and knowledge by learning about collagen-based biomaterials product applications, production methods and challenges, and research uses.
- Represent the company by consistently demonstrating and modeling of the company's shared values.
- Work closely with the Global internal team to ensure superior customer service levels and responsiveness.
- Other duties as required.

**Requirements:**

- 5+ years of successful B2B sales experience, preferably in life sciences, medical device or biomaterials supply.
- Bachelor's degree in marketing, finance or business and/or life sciences with supplementary sales or marketing experience.
- Position located in Major EU Metro Area; UK preferred.
- Ability to travel extensively (50%+) throughout EMEA.
- Experience using CRM systems, preferably Microsoft Dynamics CRM.
- Exceptional organizational, communication (verbal and written) and interpersonal skills.
- Business acumen and financial analytical skills.
- Effective selling, negotiations, and customer service skills.
- Effective problem solving and decision making skills.
- Effective PC skills including Excel, Word, PowerPoint and Outlook.
- Ability to work independently, yet collaboratively.