



**BRIGGS**

<b>Organisational setup</b>	
- Position:	International Sales Manager – Life Sciences
- Location:	UK
- Department:	Briggs of Burton Group – Sales
- Reporting line:	Head of Sales
<b>Job Focus</b>	
<p>As a key contributor to the growth of sales in the Life Science sector, you will play a pivotal role in expanding our reach across both traditional pharmaceutical production systems and cutting-edge bio-technology/pharma solutions. Your primary responsibility will be to drive sales of comprehensive process engineering solutions, including pre-assembled modular stainless steel tanks, bespoke process system skids, and consultancy services for Feasibility Studies, Site Master Planning, and Engineering, Procurement, and Construction (EPC) projects.</p> <p>In this role, you will act as a sales leader and strategic advisor, collaborating closely with sales, engineering, and production teams to support the company's ambitious growth targets, with a focus on exceeding an annual turnover of £25m+.</p> <p>You will use your initiative and strong communication skills to lead sales efforts and strategically guide the business within this market sector.</p>	
<b>Desired Knowledge &amp; Professional Experience</b>	
<p><b>Education:</b></p> <ul style="list-style-type: none"><li>• Bachelor's degree (preferably in a technical field related to engineering or life sciences).</li><li>• Fluency in English (additional languages would be an advantage).</li></ul> <p><b>Professional experience:</b></p> <ul style="list-style-type: none"><li>• An established network with a minimum of 5 years working in the Pharmaceutical / Life Sciences sector.</li><li>• In-depth understanding of capital project execution strategies, with a proven ability to navigate complex project environments.</li><li>• Demonstrated success in lead generation, relationship-building, and closing sales in this market sector.</li><li>• A reputation for being trustworthy, responsible, and dependable.</li><li>• Ability to quickly adapt to evolving processes, industry standards, and business practices.</li></ul> <p><b>Technical skills:</b></p> <ul style="list-style-type: none"><li>• Strong knowledge of the design, construction, and implementation of process engineering systems related to the pharmaceutical / life sciences sector is essential.</li><li>• Deep understanding of legislative, regulatory, and compliance requirements within the life sciences industry including pharmaceutical.</li><li>• Ability to identify market opportunities and transform them into actionable sales prospects.</li><li>• Skilled in influencing and negotiating with a broad range of stakeholders.</li><li>• High level of commercial awareness and business acumen, with a focus on driving sales growth.</li><li>• Strong stakeholder engagement and relationship management abilities.</li><li>• Proven ability to collaborate effectively with cross-functional teams, providing proactive support.</li></ul>	

- Excellent presentation and communication skills, capable of delivering compelling pitches to clients and stakeholders.
- Proficiency in Microsoft Office Suite (Word, Excel, PowerPoint) and experience using Customer Relationship Management (CRM) systems (HubSpot – desirable).
- Valid driving license (required).

#### **Required competencies & behaviour**

- Demonstrate a proactive willingness to learn and grow, maintaining a positive attitude towards personal and professional development.
- Be results-oriented, confident, and exhibit a dynamic personality that drives success.
- Collaborate effectively as a team player, showing respect and professionalism in all interactions with colleagues.
- Communicate clearly, ensuring messages are conveyed accurately and effectively.
- Be flexible to meet the evolving needs of the business.
- Uphold a high level of professionalism and punctuality in all responsibilities.
- Maintain strict confidentiality in all sensitive matters.

#### **Remarks:**

This job description is issued as a guideline to assist you in your duties, it is not exhaustive.

Due to the evolving nature and changing demands of our business this job description may be subject to change.

You may, on occasions, be required to undertake additional or other duties within the context of this job description, and according to the needs of the Company.