



**H&T PRESSPART**  
Blackburn

## VACANCY

### Sales Manager, Europe

Reporting directly to the Global Sales Director

The job description below outlines the key skills and accountabilities for the role

**Key Skills**

1. Detailed technical, regulatory and commercial knowledge of respiratory and topical drug delivery.
2. Strong communication and management skills to support interaction with customers at boardroom level.
3. Commercial and technical experience within the pharmaceutical industry and specifically non-invasive drug delivery.

**Key Accountabilities**

1. To maintain and develop the relationships with Key Accounts in their market and selected accounts in other regions such that Sales and Margin are optimised for the long term benefit of H&T Presspart.
2. Continue to grow market knowledge of the Global inhalation and topical drug delivery markets. With the assistance of the Global Sales Director, develop and deploy the strategy of the business in their market.
3. Develop and maintain relationships with new customers within their market to increase H&T Presspart's market share of existing products and to identify any other adjacent opportunities.
4. Support customers' development programmes for new and generic formulations and associated drug delivery systems with the support of H&T Presspart's Inhalation Product Technology Centre.
5. Work within the broader network of suppliers to the inhalation drug market to validate market data and develop leads in the market and associated markets.
6. In conjunction with the Global Sales Director, develop papers and presentations for conferences and workshops in order to increase and improve H&T Presspart's standing within the industry as a preferred development partner in the inhalation, drug delivery and topical delivery markets.

**Objectives**

1. Ensure that the annual projection for sales and margin is achieved for relevant accounts.
2. Develop a sales development plan for the region with the objective of achieving the strategic goals of the business.
3. Develop relationships with regional accounts to ensure that H&T Presspart participates in all relevant development programs.

**Closing date for applications ~ Monday 10<sup>th</sup> February  
2020**

Please forward application to Jean Battersby,  
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