

Technical Sales Account Manager for wildlife GPS products, selling to research biologists in UK and continental Europe. Based in Dorset, UK with some travel within Europe.



Role: To develop sales of Lotek/Biotrack GPS products in Europe. Identify and research new clients, develop relationships and secure new business. Attend scientific conferences and meetings.

Company: Biotrack Ltd is a world leader in wildlife radio-tracking equipment, located in Dorset, UK. It is a division of Canada's Lotek Wireless Inc, which specializes in the design, manufacture and supply of acoustic, radio, archival and satellite-based fish and wildlife monitoring systems. Both companies have been in business for over 25 years, have a reputation for innovation and reliability, and are experiencing growing sales to over 100 countries around the world. Our customers are scientists in universities and research institutes conducting ecological studies.

Minimum Qualifications: Life science or engineering degree.

Experience: At least 3 years in technical sales. Experience in wildlife research, would be advantageous. Alternatively, an engineering background with proven ability to communicate to non-technical clients would also suit the role.

Personal Qualities: You should be entrepreneurial, highly motivated, determined, resilient, adaptable and willing to take on a challenge. A demonstrable interest in technology and able to grasp complex technical issues is needed. You will have good interpersonal skills - likable, confident, sociable and a good listener. The role involves some travel in Europe and attending conferences. Interest in environmental issues and ambition to work for an organisation that helps to further knowledge of the natural world would enhance job satisfaction.

For a Job Description, Person Specification and details of how to apply contact: Janet Willshire, Biotrack Ltd, 52 Furzebrook Road, Wareham, Dorset. BH20 5AX. Telephone: 01929 552992. Email: janet@biotrack.co.uk

Closing date for receipt of completed applications is 4 March 2010.