

# Sales & Marketing Leader

An abstract graphic featuring a large, flowing teal swoosh that curves from the top right towards the bottom left, set against a dark grey background. The swoosh has a smooth, organic shape, resembling a stylized 'S' or a protective shield.

# Sales & Marketing Leader

Competitive salary and benefits package on offer, within an employee-owned organisation.  
Closing date: 10th of October 2022

ABER is looking for an experienced Sales & Marketing Leader to support the rapid growth of our global organisation. Responsible for the Leadership of ABER's UK Sales and Marketing team, supporting the Sales & Marketing Director to create and implement department strategies.

The role is part of the Front of House team, working with ABER's Technical Support team and USA subsidiary, ABER Inc. Leading a team of four and directly responsible for OEM account management. Reporting to the Sales & Marketing Director. A permanent full time role, based onsite a minimum of three days per week.

## **Main purpose**

Supports the Sales & Marketing Director to create and implement departmental growth strategies in line with ABER's Guiding Purpose and Ethos & Values. Responsible for the Leadership of ABER's UK Sales and Marketing team. Directly responsible for OEM account management. Reports to the Sales & Marketing Director.

## **Duties to Include**

- Responsible for the day-to-day management of the Sales and Marketing team - Sales Specialist, Marketing Manager & Sales Administrators.
- Support the Sales and Marketing Director in producing a global sales strategy.
- Implement Sales systems to increase department effectiveness.
- Develop strategic marketing projects to support sales objectives, with colleagues and external partners.
- Report effectiveness of Marketing activities and initiatives, including digital statistics.
- Ensure message alignment across all regions of the World remains consistent.
- Remaining up-to-date on the economic and socio-political developments impacting trade globally.
- Works with Business Development to research and prioritise new target markets for ABER.

## **Knowledge, Skills and Experience Required**

- Relevant Degree.
- Excellent people manager.
- Exceptional communicator and relationship manager.
- Experience in facilitating remote teams.
- International trade experience, preferably with a Biotech background.
- Knowledge of export/trade legislation.
- Marketing experience.
- Project planning and time management skills.

- Ability to travel domestically and internationally, when required in line with the needs of the business.

To apply please send your CV and covering letter detailing your skills and experience to [hr@aberinstruments.com](mailto:hr@aberinstruments.com)

To apply please send a CV and Cover Letter by email to: [hr@aberinstruments.com](mailto:hr@aberinstruments.com)

# Aber employee benefits at a glance

As part of Aber's commitment to making the company a great place to work and to reward our employees for their contribution and hard work, we offer the following benefits.

1000 gifted shares on completion of probation period



ABER profit share



Flexible working



Peace of mind if you die in service  
(4x salary for your family)



Income protection scheme  
(75% of salary)



Opportunity to buy further  
ABER shares



20 days increasing to 26 days (UK based) holiday plus bank holidays with additional shutdown between Christmas and New Year



Opportunity to influence how the company grows and operates through an employee council.



ABER contributes 8% towards your pension scheme, while you contribute just 3%



Cycle to Work scheme

