



Job Advert- Head of Commercial Operations

ProAxis are a commercial diagnostics company, with rapidly growing sales of its pipeline of *in vitro* diagnostic products and the desire to confirm its status as a global specialist diagnostics hub. The company is driving its annual revenue significantly in 2022 and thus now desires to recruit an experienced Head of Commercial Operations.

Summary of Role

As part of the company's structuring for growth, we are seeking to recruit a dynamic and experienced Head of Commercial Operations with a strong track record of delivery in a challenging environment, to provide a key supporting role to the Chief Executive Officer. The successful candidate will have a proven ability to manage multiple complex projects via a well-structured market and business development plan and have the skillset to drive commercial growth as the company looks to rapidly expand its commercialisation activities globally and deliver profitable sales.

The Head of Commercial Operations will integrate their proven track record of successful sales operational practices into an exciting, fast-growing company, and will be responsible for the commercial success of the company on a global basis.

Responsibilities:

- Lead the commercialisation of an existing portfolio of in-vitro diagnostic products, both directly and via a number of existing and new distributors.
- Conduct analysis of existing and potential new target therapeutic areas, including competitor assessment.
- Development of pre-launch and launch plans for pipeline products.
- Maximising overall value and profitability of product portfolio.
- Lead commercial assessment of business and non-dilutive grant funding opportunities.
- Development of targeting strategies and tactics that identify key potential sales targets and ensure optimum gain across multiple channels for a more focussed sales effort.
- Build and nurture new and existing client relationships.
- Lead specific strategic initiatives as agreed with CEO.
- Provide robust sales and marketing insights.

Experience and desirable skills:

- Appropriate Degree or MBA.
- Extensive experience of senior commercial management roles, ideally with international responsibilities in a commercial diagnostics company.
- Having an existing network of key contacts within pharmaceutical, academic and/or CRO clinical trial units.
- Specific experience within the respiratory medicine field would be highly desirable.
- Demonstrated ability to establish appropriate pricing and route to market strategies, with prior experience of successfully negotiating distributor and partnering contracts.
- Analytical, financial and forecasting skills.
- Excellent interpersonal skills with the ability to lead, negotiate, resolve conflict, problem solve and overcome resistance or barriers.

This is a permanent, full-time role, with a base salary and additional remuneration commensurate with experience and performance. The company offers a generous holiday and sickness allowance, as well as inclusion in the Benenden Healthcare programme.

The successful applicant will be required to attend regular meetings at the company's Head Office in Belfast but need not be based in Northern Ireland. Must be willing to travel internationally as required.

The deadline for applications is 5pm on Friday December 10th 2021.

This will be a multi-stage assessment process with first round interviews for short-listed applicants taking place shortly after this date.

For further information about the company, please visit www.proaxis.com

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Employment type

Full-time