

### **Sector Head – Laboratory Technology**

Reporting to: GAMBICA Chief Executive  
Reports: International Events Manager

#### **Summary**

Manage and develop all aspects of GAMBICA activities related to the Laboratory Technology sector in order to represent the industry to internal and external stakeholders.

#### **Specific Activities**

##### **Manage and develop sector activities**

- Market data and analysis
  - Overview and awareness of market data collections, surveys, economic reports etc
  - Ensuring effective engagement from members in collections and surveys to deliver full value
  - Co-ordination with Statistics Administrator to ensure timely delivery of data and reports
  - Generation of trends and economic reports to members
- Technical & Standards
  - Overview & strategic management of member interests in regulatory affairs and international standards
  - Assess the implications of technical, regulatory and standardisation issues and to ensure that member companies are briefed and their views co-ordinated and communicated
  - Liaison with Technical and Environmental Executives to ensure a coherent industry position
  - Liaison with BSI to ensure industry input into the UK position
- Representation & media
  - Represent GAMBICA and the industry at seminars, events, conferences, exhibitions and meetings.
  - Communicate industry viewpoints via press articles, interviews, blogs, social media etc
  - Co-ordination and communication of GAMBICA publications, guidance documents, position papers etc
  - Contribution to the GAMBICA website and Business Impacts newsletter

##### **Responsible for membership retention and growth in the Laboratory Technology sector**

- Maximising member engagement
- Regular member communications, both written and verbal
- Lead member meetings, ensuring adherence to competition laws and best practice
- Regular strategic reviews with key members
- Identification of, building relationship with and recruitment of potential members

##### **Responsibility for and development of International relations and events**

- Taking UK groups to International exhibition and missions
- Relations with sister trade associations, exhibition organisers, governments and others overseas.
- Representing GAMBICA at various levels on export related issues

##### **Develop thought leadership with the Laboratory Technology sector**

- Capture trends and views from members, other industries, government and related stakeholders
- Develop industry positions, white papers and other collateral to build thought leadership
- Communicate and disseminate effectively to relevant audiences

##### **Collaboration and teamwork with industry stakeholders, such as;**

- Colleagues and groups within GAMBICA and BEAMA
- Other trade associations, federations and organisations
- Government departments, representatives and agencies
- Academia and Research bodies
- Media, consultants and service providers

**Being an influential and positive ambassador for the industry, representing the sector position across diverse audiences**

##### **Being in position to build relationships and maximise opportunities for representing the industry**

- Maintaining an awareness of relevant events, policies, news, changes in regulation, standards etc
- Participation in networking opportunities, consultations, events and stakeholder meetings
- Engagement with all relevant stakeholders

#### **Notes**

The job is based in London (Rotherwick House), Monday to Friday, office hours

Some travel is required to attend meetings and events within the UK, Europe and internationally.