

### Sector Head – Laboratory Technology

#### Core requirements

- Pro-active and self-starter
- Ability to create own work plan and time management
- Strong communication skills, both written and spoken
- Well-rounded with right balance of big picture / details appreciation – broad skills across commercial, technical, relationship management and communication
- Ability to communicate with wide spectrum of member representatives, from detail oriented technical staff to time-poor senior management
- Comfortable with public speaking, presenting to senior managers, government, media etc
- Skilled in member recruitment, retention and management, including financial aspects, service review and engagement
- Management of sector budgets
- Able to travel within UK and Europe (UK approx. 3 days per month, Europe (approx. 2 x 1 week per year) and International (approx. 3 x 1 week per year)
- Numerate and analytical
- IT literate

#### Preferred candidates would have...

- Market knowledge of the Laboratory Technology Sector
- At least 5 years experience working in or with any of the below
  - Laboratory technology sector
  - Manufacturing, distribution or sales in a product supply industry
  - Government
- An appreciation of international standards and legislation

#### Would be ideal if...

- Has experience of trade association activity