



# Tissue Solutions

Working with you. For you.

## Procurement & Distributor Manager – Human Tissues, Bio-fluids & Cells for Research Use

Tissue Solutions ([www.tissue-solutions.com](http://www.tissue-solutions.com)) is a leading provider of human bio-specimens for researchers worldwide to help our clients develop and test new therapies. Incorporated in 2007, we are ISO 9001:2015 certified and provide the pharmaceutical and biotech industries with high quality sample sets from a global network of more than 150 sources. Samples include diseased and normal tissue in fresh, frozen, and FFPE formats. We guarantee samples with the highest possible ethical compliance, offering reliable and efficient sourcing of biological material globally.

To support the continued growth in the company this is a new position for a Procurement and Distributor manager. Your role will be to optimize and manage the process for both the distributors we provide samples to clients through and also our supplier distributors. The prime function of which is to develop and grow Tissue Solutions' distributor sales and also act as a procurement manager to ensure we maximise the relationships we have with our distributor suppliers. You will be responsible for ensuring this pricing is up to date and in a readily accessible format to support our BD team.

You will need to be able to work quickly and efficiently, to ensure stock and pricing information from our distributor suppliers is in a format that is readily accessible to our sales distributors and Business Development Team. Good administration, oral and written communication skills, along with a head for figures are essential. You need to be a highly motivated self-starter, with the ability to think innovatively and work independently. Other key skills needed are:

- Ideally a qualification in life sciences or experience in sales for a life science company.
- Significant sales management experience.
- Ability to motivate distributors and effectively engage with customers.
- Demonstrated organizational and time management skills.
- Strong relationship and networking skills.

- Commercially astute with strong negotiating skills.
- A high level of business acumen.
- Ability to work with people across different cultures and nationalities.
- Ability to work effectively under pressure.
- The drive and commitment to achieve personal and company goals.

If you would like to apply then please send your covering letter, CV along with details of salary expectations to [careers@tissue-solutions.com](mailto:careers@tissue-solutions.com)