



Newmarket Drive, Derby DE24 8SW  
Tel: +44 (0) 1332 755622  
Email: sales@asepticmedical.com  
Website: www.asepticmedical.com

**Position:** Territory Manager  
**Location:** Home Office  
**Territory:** Northwest & Wales

Aseptic Medical Devices (AMD) is a division of Riverside Medical Packaging Ltd.

Over the past 45 years, Riverside Medical Packaging has established itself at the forefront of the healthcare industry.

As our name strongly suggests, AMD manufacture and provide Medical Devices and consumables in a format designed exclusively to produce Aseptically Manufactured Pharmaceuticals.

AMD provides optimised transfer sets and accessories which include:

Syringes, needles, filters & filter needles, vial access devices, closures, customised procedure packs, cleanroom consumables and cleaning products

### **Objective**

To develop strong relationships with customers whilst connecting with key business executives and stakeholders. To answer client enquiries and identify new business opportunities amongst existing and potential new customers.

### **Competencies Required:**

- Good organisational, planning and timekeeping skills
- Strong listening, verbal and written communication skills at all levels
- Competent knowledge of IT to encompass Microsoft Office
- Good knowledge and understanding of GMP
- Effective influencing and negotiation skills
- Experience delivering client focused solutions to meet customer demands
- Innovative, motivated and driven to meet deadlines
- Preferably with experience of working in/alongside the aseptic pharmaceutical industry
- Full UK Driving Licence to enable travel

### **Main Tasks**

- Serve as the lead point of contact for customer account management, whilst you develop and maintain strong client relationships
- Develop new business with existing customers
- Ensure the timely and successful delivery of company solutions relating to customer demands and objectives
- Assist the Sales Director with annual forecasts within your territory
- Collaborate with the Sales Team to identify and improve opportunities within territories
- To continually inform and involve all relevant personnel of information necessary to ensure alignment of current and future objectives.

Aseptic Medical Devices is a trading name of Riverside Medical Packaging Company Limited

Riverside Medical Packaging Company Limited (Company number 1430113)  
Registered address: Newmarket Drive, Derby, Derbyshire, DE24 8SW. United Kingdom



**ASEPTIC  
MEDICAL  
DEVICES**

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**Hours and Environment:**

Working from a home office and visiting customers/opportunities, your hours will be 40 hours per week.

The role will also require attendance at Head Office for meetings along with exhibitions, training events, marketing & development meetings and conferences as these arise.

**Package:**

£40k (negotiable depending on experience) + Car + Commission Scheme + Enrolment into the company pension scheme.

You would be entitled to 25 days holiday per year + public holidays.

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