

Focussing on YOUR future

PENTAX

The PENTAX brand is one of the most prominent brands worldwide in all the industries in which it operates.

PENTAX Life Care division offers a range of advanced optical and technological innovations, including: Endoscopes, Light Sources and Processors.

Ambitious growth plans have led to the implementation, throughout Europe, of two exciting new roles.

New Account Manager – North UK

- **Salary up to £40k basic**
- **Lucrative bonus scheme**
- **Full benefits package**

In essence, the role focuses on developing purely new business; identifying and creating business opportunities with brand new clients.

The ideal candidate should have a comprehensive understanding of high value, complex sales in a multi-stakeholder environment. Beyond this, the individual must be able to co-ordinate, build and maintain relationships at all levels in the procurement process, before passing over the account to a Regional Account Manager once the business is secured.

Within this new business development role, first year bonuses are focussed on agreed objectives rather than outright sales.

Bid Co-Ordinator, Langley, Berks,

- **Salary up to £30k basic**
- **Full benefits package**

Required to source and qualify contract tender opportunities in order to optimise the use of demonstration equipment and the resources required to support trials; and then co-ordinate, monitor, review and improve bid activity to secure sales for the Life Care Division. Primary focus on new business with NON-Pentax customers.

The ideal candidate should have experience in public sector bidding (NHS or otherwise), as well as first or second-hand experience as a NHS Supply chain buyer. The individual should also be able to source information, co-ordinate and manage the bidding project and all those involved and possess the ability to complete post tender analysis.



To apply for this opportunity, please contact the PENTAX Account Manager: **Ella Post** on **0844 980 9846** or email ella@zenopa.com