

Company: Lamberts Healthcare – The Professional Supplement Range

Job Title: Territory Sales Manager – Southampton, Portsmouth, Guildford

Are you passionate about sales and eager to build a successful territory in the health and nutrition sector? Do you want to accelerate your career with industry-leading training? If so, join our dynamic Sales team at Lamberts Healthcare - one of the UK's first suppliers of specialist dietary supplements to practitioners, health food stores & pharmacists who use nutrition in healthcare. The Lamberts® philosophy of healthcare is based on 'sound' science - meaning that we only develop products supported by a valid scientific rationale, driven by experts at the forefront of clinical research. With over 40 years' experience - safety, efficacy, potency and sustainability are our fundamentals.

We have an exciting field-based position to join Lambert's Healthcare's friendly Sales Team to help drive our mission of working with products of superior quality and value, that improve the lives of the world's consumers, now and for generations to come. Our corporate tradition is rooted in the principles of personal integrity, respect for the individual and doing what is right in the long term.

Please note: As this role is field based, covering Southampton, Portsmouth, Guildford, Brighton, Bournemouth, and Reading and no relocation package will be available, you should ideally be residing in either the Southampton, Portsmouth or Guildford postcode areas, allowing easy reach across the territory.

What To Expect:

In this role, you will leverage your exceptional sales skills and interest in nutrition to engage with independent pharmacies, health food stores, and healthcare practitioners. Your mission will be to drive sales, foster recommendations, and build loyalty for the Lamberts professional supplement range.

Key Responsibilities:

- **Territory Management:** Take full ownership of your territory's performance. Drive sales growth by acquiring new pharmacy customers and passionately selling our professional product portfolio to existing customers through a consultative, relationship-based approach.
- **Sales Targets:** Meet and exceed assigned sales targets by winning new business, maximising the visibility of the Lamberts brand in-store, and providing short product trainings to customers and their staff.
- **In-Store Merchandising:** Implement merchandising strategies to ensure the Lamberts brand stands out from competitors and aids consumers in their product selection.
- **Customer-Centric Leadership:** Understand and address your customers' commercial needs. We will support you in developing expertise in product knowledge and technical support to build opportunities.

- **Collaboration with Health Care Professionals:** Work closely with healthcare professionals to enhance product recommendations and ensure that they understand how Lamberts products meet consumer needs.
- **Efficient Planning & Organisation:** Strategically plan your call cycles and journey plans to maximize efficiency and return on investment for your time in the territory.
- **Compliance:** Adhere to company stewardship standards and reporting requirements.
- **Customer Support:** Proactively resolve customer issues and complaints to maintain satisfaction and loyalty.
- **Participation in Events:** Represent Lamberts Healthcare at trade shows, seminars, and conferences, approximately four times a year.
- **Brand Advocacy:** Represent Lamberts Healthcare with integrity across all relevant channels.

What We Offer You:

- **Responsibilities as of Day 1:** you will feel the ownership of your work and your impact on the business from the very beginning, managing your own territory right from the start.
- **Continuous Coaching:** you will work with passionate people and receive both formal training as well as day-to-day mentoring from your manager.
- **Multifaceted, and supportive work environment:** employees are at the core of Lamberts Healthcare, we value every individual and promote work/life balance.
- **Competitive Salary and Benefits:** We consistently benchmark our salaries against top competitors and every employee's salary is reviewed at least annually so there is ample room for growth. We take a Total Rewards approach meaning on top of your salary, you can expect a whole range of benefits including: Car Allowance; Business Results Bonus Scheme; Double Match Pension Scheme; Private Medical Insurance; Contributed Share Programme; Flexible Working Arrangements and your very own 'Flex4Me' Fund which enables you to allocate a portion of your benefits package to the areas that matter most to you

Job Qualifications:

We seek proactive sales individuals who are leaders in their territory and passionate about building strong customer relationships. Ideal candidates will be analytical thinkers, problem solvers, and excellent communicators. We value operational discipline, the ability to set & deliver against priorities, and a commitment to follow through on initiatives.

You will excel in this role if you have:

- A passion for winning with proven sales experience and a track record of exceeding sales targets.
- Experience in the healthcare industry, particularly within pharmacy or health food sectors, or a qualification in nutrition or life sciences.
- Strong organisational skills and a self-motivated attitude, with a preference for autonomy.
- Confident communication skills paired with a personable attitude.

- Good digital literacy, with knowledge of Microsoft Office and Teams. Power BI experience is desirable but not essential.
- Flexibility and agility to adapt to changing business and territory needs, including potential ad hoc travel for national sales meetings & other industry events within the UK.
- A valid and full UK driving license.

Why Join Us? At Lamberts Healthcare, you'll be part of a supportive team that values your growth and success. We offer extensive training programs and opportunities for career advancement. If you're ready to make an impact in the health and nutrition space, we want to hear from you!

Right to work:

For this role, Lamberts Healthcare are able to provide sponsorship to those who require a visa to live and work in the UK, subject to meeting all the necessary Home Office requirements. Full details on visa restrictions can be found on the Home Office website and immigration rules are subject to change.

We are legally required to ensure all candidates have the right to work in the UK from Day 1 of their employment. All applicants will therefore be asked to provide evidence of their right to work at the conclusion of the recruitment process as a condition of employment.

At Lamberts, #weseeequal:

We are an equal opportunity employer and value diversity at our company. We strive to build a culture where everyone feels welcome, included, and able to bring their full selves to work.

We ensure that individuals with disabilities are provided reasonable accommodation to participate in the job application or interview process. Please let us know if you require accommodation during the application process.

Job Schedule

Full time

To register your interest, please email your CV and covering letter to Amy Cole on amy.cole@Lambertshealthcare.co.uk