



# OLYMPUS

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## WE'RE HIRING

**Business Development  
Manager - Histology**  
Queensland

**Permanent Full Time**

**Benefits:**

- Salary+ Comms + Car Allowance
- Learning on-demand, Flexible work practices, Health & Wellbeing initiatives

**Contact:**

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## Business Development Manager – Histology (QLD)

- Our Purpose: Making people's lives healthier, safer and more fulfilling
- Employer of choice. Flexible work practices. Inclusive leadership.
- Earn on every dollar sold

### About the Role:

We have an unmissable opportunity for a **Business Development Manager (BDM) - Histology** to join our Scientific Solutions Division (SSD). Reporting into the Business Manager - Scientific, your key focus will be to drive and maximise sales growth of key products within the Histology portfolio. Whilst this position covers all of Australia and New Zealand, you will have a counterpart located in NSW to share the territory activities with.

As BDM, you will play a key role in driving the execution of the marketing strategy for ANZ. This will require you to have a clear understanding of the market and competitors, to identify and develop the company's unique selling propositions and differentiators. Having a strong ability to build relationships with key customer decision makers and supporting local sales team where required with customer visits and technical proposals, will be vital to the success of the role. Your clients will include major Universities, Research Organisations, Public and Private Pathology as well as several major hospitals.

You will not only motivate and drive commercial activities but also support a range of in-field training and installation activities, as well as lead histology-related tender processes.

This role will require extensive travel both nationally and internationally when required.

### About Olympus:

Our purpose at Olympus is to make peoples' lives healthier, safer and more fulfilling. We do this through innovation. As a technology pioneer, we design and deliver solutions across our Medical and Life-Science divisions that make a positive contribution to society.

Our products are used to capture the medical and diagnostic images of our world, from the microscopic to the endoscopic. They're instrumental in furthering scientific research, and for traveling inside the human body to help diagnose, treat and prevent illness.

Our commitment to customers and our social responsibility is the cornerstone of everything we do.

### Why work at Olympus?

At Olympus, we are dedicated to fostering a high-performing culture, a collaborative environment, and enabling everyone to shine. Our common values of **Integrity, Empathy, Long-Term View, Agility** and **Unity** form the foundation of our culture and guide our behaviour, where our people feel like they are making a difference every single day.

Not only will you benefit from a meaningful, rewarding and challenging career, you will have access to a range of benefits:

- A competitive salary package and car allowance.
- Attractive commission structure; earn on every dollar sold.
- Learning on-demand.

- Flexible work arrangements (work from home, flexible hours, purchase additional leave).
- Health and Wellbeing initiatives (Corporate Games, Run 4 Kids, Bowel Cancer Screening tests, RUOK Day, and EAP).
- Reward and Recognition Program 'Shining Stars'.
- Dress for your day.
- Social events (Strategy forums, Annual Awards, and Christmas parties).

**What we are looking for:**

Your history will demonstrate extensive experience in the histology and microscopy industry, along with relevant tertiary qualifications in Biological/Clinical Sciences with highly developed skills/knowledge in the use of histology sample preparation, application and processes. You will be adept at communicating business propositions to both internal and external key stakeholders with demonstrated strong influencing skills. You will demonstrate proven ability to work on assignments that are complex and sensitive in nature, where independent action and a high degree of initiative are required. Your creative thinking and analytical aptitude will enable you to uncover strategic growth opportunities and shine in this role.

Above all else, you will be proactive, energetic, a self-starter, and strategically agile. You will be unflappable when under pressure with a genuine interest in supporting and growing a positive culture and contributing to a cross-functional team environment.

**Apply Now:**

To submit your interest in this opportunity, select "Apply for this job".

**Want to know more?**

Confidential discussions are welcome; contact our Recruitment Manager - Sarah Wilson on 03 9271 5532. A comprehensive Position Description is available on our Careers page.

**In the meantime, follow us on:**

- [LinkedIn](#) - Olympus Australia and New Zealand
- [Instagram](#) - @OlympusLIVE
- [www.olympus.com.au](http://www.olympus.com.au)

*Olympus Australia is an Equal Opportunity Employer*

Shine

## POSITION DESCRIPTION

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*Position/Title:* Business Development Manager -Histology

*Name:*

*Division:* SSBU – MIS

*Reports to:* MIS Business Manager

*Prepared by:*

*Date:*

*Planned Review Date:*

*Approved by:*

*Date:*

### **Primary Purpose**

Key responsibilities:

- a) Develop and grow the histology business for SSBU in Australia and New Zealand Market
- b) Achieve defined histology sales target
- c) Product and marketing activity support

The position is full-time based position and will involve frequent travel expectations

### **Key Accountabilities**

| Area of Responsibility: | Key Tasks:   |
|-------------------------|--|
| Product responsibility  | <ul style="list-style-type: none"> <li>• Be first point of call for all technical related enquiries from OAZ sales</li> <li>• Work with local sales team where required with customer visits and technical proposals.</li> <li>• Support histology products where required in Training and Installation</li> <li>• Support technical enquiries from customers</li> <li>• Applies significant knowledge of industry trends and developments to improve service to our customers</li> <li>• Gather data on competitor products and activities and report</li> <li>• Build and continue relationships with key accounts</li> <li>• Prepare timetable and present key note presentations to nominated conferences and technical events where required</li> <li>• Manage activities and planned schedule</li> <li>• Lead the process in histology products related tenders</li> <li>• Take lead in histology related tender process.</li> <li>• Prepare materials for new product launches including, fill creations, literature, presentations, target industry listings, advertising and promotions.</li> <li>• Conduct evaluation of major marketing activities relating to histology products in order to maximise ROI analysis to ensure appropriate focus of resources and desired outcomes.</li> <li>• Coaching the associate Business Development Manager in key product skill development.</li> <li>•</li> </ul> |

| Area of Responsibility: | Key Tasks:   |
|-------------------------|--|
| Business Development    | <ul style="list-style-type: none"> <li>• Achieve defined sales Target for histology product.</li> <li>• Grow histology market share in Australia and New Zealand</li> <li>• Research and build relationships with new clients.</li> <li>• Develop proposals that speaks to the customer's needs, concerns, and objectives.</li> <li>• When necessary, attend industry functions, such as association events and conferences, and provide feedback and information on market and creative trends.</li> <li>• Identify opportunities for campaigns, services, and distribution channels that will lead to an increase in sales.</li> <li>• Using knowledge of the market and competitors, identify and develop the company's unique selling propositions and differentiators.</li> <li>• Ensure that data is accurately entered and managed within the company's CRM or other sales management system.</li> <li>• Track and record activity on accounts and help to close deals to meet these targets.</li> <li>• Locates or proposes potential business deals by contacting potential partners; discovering and exploring opportunities.</li> <li>• Enhances organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.</li> </ul> |

#### *Achievement Indicators*

- KPI and Scorecard will be set yearly from the key responsibility above

#### **Authority Limits**

Authority to make decisions in accordance with the key responsibilities of this position.

Financial expenditure authority as described in the corporate delegation matrix, available on request.

#### **Inherent Requirements**

##### *Skills/Core Competencies*

##### *Knowledge*

- Degree Qualified within the Biological/Clinical Sciences with highly developed skills in the use of histology sample preparation instrument and microscopy or similar will be highly regarded.
- Well-developed knowledges in histology sample preparation application and processes.

##### *Personal Characteristics and requirements*

- Ability to communicate at all levels and develop a work related environment that is motivational in nature.
- Excellent verbal and written communication skills, especially the ability to present logical and cohesive arguments.



- Achievement oriented, tenacious and a determination to succeed.
- Ability to negotiate at all levels.
- Ability to work harmoniously in a team environment.
- A desire to deliver excellent service.
- Excellent verbal and written communication skills, especially the ability to present logical and cohesive arguments.
- Ability to travel extensively both nationally and internationally when required

**Authorisation**

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Employee

Signature

Date

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