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## Head of Instrumentation

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### ION Science Company Overview:

ION Science Ltd is a UK-based company specialising in the development and manufacture of advanced gas detection instruments and sensors. With over 30 years of experience, ION Science is renowned for its expertise in Photoionisation Detection (PID) technology. In 2022 ION Science was awarded the Queen's award for Enterprise - Innovation.

Our comprehensive range of VOC and gas sensors are deployed across a broad spectrum of industries including oil and gas, petrochemical, air quality, pharmaceutical, and manufacturing, supporting our mission to protect lives and preserve the environment.

We pride ourselves on being a fun, friendly, people-orientated organisation and a great place to work with strong core values and high employee retention. To find out more visit [ionscience.com/en/careers/](https://ionscience.com/en/careers/).

### Main Purpose of Role:

The main purpose of the role is to lead ION Science's Instrumentation team, directing and driving the sales, product management, and technical support teams to help maximise gross profit from the sale and support of ION Science instruments around the world. To achieve the main purpose, the successful candidate will balance a combination of leading and doing to meet or exceed yearly sales and gross profit targets.

### Role Description:

Reporting to the Commercial Director, the role of **Head of Instrumentation** is responsible for the strategic product management, sales, and after-sales support of ION Science's innovative range of personal, portable and fixed gas detection instruments, both via distribution and directly to OEMs and end users. As a result, the role will require significant international travel to:

- Manage and support the Instrumentation team members
- Identify, appoint, onboard and train new distributors, OEMs, key accounts and end users
- Manage and support existing distributors, OEMs, key accounts and end users
- Identify and evaluate new business development opportunities (sales, product, market, application)
- Attend exhibitions and conferences

The role will also include:

- Working with the Commercial Director, and wider teams, to produce and implement the Instrumentation business growth and product strategies
- Day to day management, leadership and development of 1x indirect and 6x direct reports
- Planning and managing the team budget (primarily costs associated with travel)
- Maintaining a rolling 12+ month revenue and profit forecast
- Providing up to date and accurate information to the Board that will help to provide insights and strategic direction for the business
- Working collaboratively across all business functions to drive alignment and understanding, acting as a voice for the customer and a champion for our products
- Supporting the wider Commercial team (Marketing, Sensors, and Order Admin) to provide the best possible experience for our customers, and to leverage all opportunities for growth



## Skills and experience:

### Required:

- Highly energetic, proactive, and motivated
- Exceptional leadership, management and interpersonal skills. A genuine team player.
- >5 years sales and >2 years management experience
- International sales
- Technical (physical) product sales
- Distributor management
- 2:1 Chemistry, Physics or Engineering degree (or equivalent experience)
- Able to convey complex technical topics with simplicity, both verbally and in written form

### Ideally candidates will have as many of the following skills and experience as possible:

- >10 years sales and >5 years management experience
- Product management experience
- Sales of gas sensing and/or leak detection products
- Knowledge of PID (Photoionisation Detector) products
- High level of IT literacy, including experience of using CRM platforms, ideally HubSpot
- Experience selling to the following markets: Oil and gas, Petrochemical, Pharmaceutical, Occupational health and safety

## Location:

This role is based at the ION Science head office, located in Fowlmere, 10 miles south-east of Cambridge. When not visiting the customers and events around the world (which is likely to be 25-40% of the time), the role is office based.

## Relationships:

Directly responsible to: Commercial Director

Directly supervises: 2x Regional Sales Managers, 1x Internal Sales Executive, 2x Product Managers,  
1x Technical Support Specialist

## Benefits:

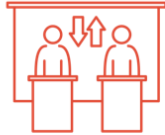
- 25 days annual leave + Bank Holidays (annual leave increasing with service)
- Excellent employer pension contributions of 8% after probation
- Life assurance of 4x pensionable salary
- Private medical with AXA
- Enrolment into the company's phantom share scheme
- In-house training
- On site shower & changing facilities
- Long service awards
- Monthly lunch & drinks laid on by the company
- Sick pay
- Christmas party (long weekend trip)
- On-site parking
- Bike purchase scheme
- Car share scheme
- Early finish on Fridays



**Our Core Values:**



**Fun**



**Embrace  
change**



**Respectful**



**Responsive**



**Challenge the  
status QUO**



**Committed**

See what our employees have to say about working at ION: <https://ionscience.com/en/careers/>

Due to the high volume of CVs we receive, it might not be possible to provide feedback to all applicants. If you are successful, we will be in touch to arrange a call with our recruitment manager.