



<https://newtoncolmore.com/job/post-doc-engineer-technical-sales/>

Consulting Engineer – Technical Sales – MedTech R&D

Description

Newton Colmore is working with a technology company in Cambridge, assisting them in their search for the next generation of technical sales and business development talent.

This role is perfect for someone who has either just finished a PhD, or has some post-doc experience, working on research-heavy projects whilst simultaneously bidding for grants, funding, and creating proposals.

Within this role you will act as a trusted technical voice in early-stage business development conversations, working closely with a world-class team of scientists and engineers back at base. With a focus on medical devices and healthcare technology, your responsibilities will include:

- Building and maintaining a valuable network of clients through in-person engagement and a strong online presence.
- Collaborating with internal experts to develop compelling, technically credible proposals and pitches.
- Managing and growing a prospective sales pipeline alongside existing client accounts.
- Listening carefully to client challenges to develop targeted strategies that turn ideas into commercially successful products.
- Negotiating contracts and contributing to the evolution of the go-to-market strategy.
- Identifying and championing emerging opportunities, energising the team to explore new areas.

This is a role that combines genuine scientific or engineering credibility with a flair for building relationships and identifying new commercial opportunities.

This is a rare opportunity to work on novel medical device development, with recent project examples including next-generation implantable sensors for diabetes management, laser systems for sight-saving treatments, and non-invasive surgical technologies targeting cancer.

We are ideally looking for an engineer with the following attributes;

- Technical knowledge in a field relevant or adjacent to medical devices and healthcare.
- Strong fundamentals in either mechanical engineering, electronics engineering, or physics.
- A natural ability to grasp unfamiliar technical and commercial contexts, extracting relevant detail in a sales environment.
- An entrepreneurial spirit with a desire to seek out and convert new business opportunities.
- Excellent interpersonal skills, collaborative, curious, and able to build trusted relationships with both clients and colleagues.

Hiring organization

Newton Colmore Consulting Ltd

Employment Type

Full-time

Beginning of employment

ASAP

Duration of employment

Permanent

Industry

Medical Technology

Job Location

Cambridge

Working Hours

Monday to Friday onsite

Date posted

13th August 2026

Valid through

01.09.2026

Apply below or email directly:

matthew.lowdon@newtoncolmore.com

- Confident, clear, and empathetic communication style.
- Willingness to travel for in-person meetings, events, and client engagements.

The company offer a highly competitive and comprehensive package, including:

- Annual profit-related bonus.
- Mentoring from senior leadership
- Shares — a stake in the long-term success of the business.
- Employer pension contribution of 10% of salary.
- Private medical insurance for employees and dependants.
- Life insurance worth 6× salary.
- 25 days' annual leave plus bank holidays.
- Enhanced parental leave and flexible return-to-work support.
- Free onsite lunch at an award-winning campus.
- Electric car leasing, cycle-to-work, and season ticket loan schemes.
- Access to local sports facilities, theatre discounts, and memberships.
- Comprehensive relocation support where applicable.

If you would like to learn more about the role then make a confidential application now and a member of our team will be in touch with more details.