

Account Director/Senior Account Director

Our Client, a MedEd/Medical Communications Company seeks an Account or Sr. Account Director to help provide strategic development and delivery of cutting-edge medical programs, in order to improve and raise awareness of critical breakthroughs in treating numerous disease states.

Responsibilities include:

Works with President and project team to ensure the delivery of each project relative to budget, and the overall profitability of the account. Facilitates the reporting of financial records to client on a regular basis

Responsible to establishing and maintaining effective working relationships with clients, physicians, and other relevant groups. Also responsible for generating revenue from existing accounts and, in some cases, new accounts.

Anticipates current grantor/client needs and proactively conceptualizes and develops proposals to implement creative educational programs.

Requires:

- Account Manager: 2+ years' experience in Account Management. Account Director 5+ years of experience in Medical Education
- Bachelor's Degree (preferably in scientific field)
- Understanding of a variety of therapeutic categories, as required
- Ability to lead teams
- Experience communicating with health care professionals
- Knowledge of FDA, AMA, and PhRMA Guidelines
- Ability to develop/maintain contacts and access to key decision makers from the various pharmaceutical clients
- Understanding of therapeutic categories
- Understanding and comprehensive knowledge of the professional education process (on label and CME)
- Ability to manage 1-3 accounts

If you possess these qualifications, please submit your resume and cover letter with salary requirements to:

info@regionalpersonnel.com

