



Manager, Strategic Accounts

Are you a digital-savvy salesperson looking to develop new business within a high-growth, life sciences focused organization? Are you interested in the development of digital program partnerships that showcase the value of data and drives measureable revenue results, while also providing member value to our base of physicians across 40 distinct therapeutic areas? If so, then please read on!

MDcentRx is looking for an ambitious and driven Manager, Strategic Accounts to help build, develop, and sell brand partnerships that drive revenue growth and partner ROI and bring in net new business from prospects and current clients.

MDcentRx uses primary and third-party data to deliver solutions/services to meet the needs of the pharmaceutical and biomedical industries to reach high-decile physicians. We are poised for growth utilizing our data-rich platform and are looking for a Strategic Accounts Manager who, using a consultative sales approach, will bring the company to next-level results.

What You'll Do

This position requires strategy and sales skill sets with an eye for interpreting data sets of all kinds, problem solving proficiency, and a deep understanding of offline & online media. The role will identify, collaborate on the creation of, and sell data-focused products/services to broaden and deepen the company's product offerings within the medtech marketplace.

The candidate must have a proven track record in data-rich analyses, data-focused sales pipeline opportunity management, and be a team player within life sciences/healthcare. A "roll up the sleeves" approach is mandatory and a "get it done" attitude is a must. Plus, prior experience working with Pharmaceutical brands in a promotional capacity is a MUST.

Essential Duties and Responsibilities

- Responsible for the partnership planning, pitching, and pre-and post-sales client management for assigned account opportunities
- Meet and/or exceed quarterly and annual revenue goals.
- Report and analyze campaign performance to both the internal team and to clients, including mutually agreed upon benchmarks; Create impactful client reports and presentations
- Maintain strong working relationships with clients, strategic business partners, and manage vendor relationships (as applicable)
- Maintain detailed written status reports and KPI dashboard to ensure efficient workflow, and ensure adherence to deadlines and deliverables; Monitor, forecast, track and report sales performance.
- Client Travel as necessary

Desired Skills & Experience:

- At least a MS Degree in a quantitative/life sciences field (e.g. Statistics, Applied Mathematics, Biotechnology, Biomedical etc.) or equivalent experience
- Proven success at working in a matrix team project environment.
- Track record of outstanding sales performance.
- Demonstrated experience within the Pharmaceutical and/or Biopharmaceutical industries
- Entrepreneurial spirit & ability to work independently– self-motivated, knowledgeable and passionate for success
- Experience working and communicating with Sr. Leaders (Director & Above) both internally and client-facing
- Excellent communication (verbal & written) and organizational skills
- Experience developing and implementing strategic plans while rolling up your sleeves to jump into data tasks as necessary
- Able to work both on a team (as member and/or leader) and independently to deliver results

Interested in joining us? Apply today – Email us at careers@mdcentrx.com



About MDcentRx

As part of the MDcentRx team, you'll be joining a group of passionate individuals.

We depend on collaboration to fuel our professional environment and to develop the solutions that will yield the insights, HCP engagements and overall results our partners are looking for.

Our team is made up of leaders in healthcare research and strategy, analytical experts, creative minds, innovators in technology, and service-focused individuals that don't stop until exceptional value is delivered to the client.

We rely on data-focused insights for the development of custom solutions that drive the client's strategic imperatives and strengthen the successes and outcomes of their programs. Our stellar team works tirelessly to ensure we constantly evolve with the changing market and to ensure the relativity and effectiveness of our services.

Come work with us

As a profitable, yet still private company, we are growing fast and looking for world-class talent to drive MDcentRx into the future. While we operate with the flexibility of a startup, our management team has built successful businesses within the complex healthcare environment for over 25 years.

We offer:

- Competitive Compensation
- Incentive-based Bonuses
- Generous Health Benefits – (Platinum and Gold Level Plan Offerings)
- Opportunity to shape Product/Service Offerings Individually and Collaboratively
- Relaxed Work Environment

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PLEASE INCLUDE BOTH RESUME AND COVER LETTER IN APPLICATION ATTACHMENT.