ACCOUNT LEADER (PHARMACEUTICAL MARKETING)

Are you a spirited pharmaceutical professional with a desire to change the world?

Are you an experienced pharmaceutical marketer willing to roll up your sleeves to drive strategy, orchestrate projects and drive sales in an entrepreneurial environment?

Founded in 2018, i^3 Strategy Partners, is comprised of former pharmaceutical leaders focused on helping companies successfully navigate the ever-changing healthcare environment. We are looking for an **Account Leader** (Pharmaceutical Marketing) to add to our passionate team.

Reporting to the President, this opportunity will be instrumental in driving our commitment to managing client expectations and with identifying future business. The right person will have the ability to gain insight through market research/analytics, establish compelling strategic plans and lead teams to flawless implementation.

With a collaborative approach and the ability to anticipate trends and client needs, the ideal candidate must demonstrate:

- The ability to set goals, establish priorities and identify actions that will obtain results
- A track record of being able to influence others' opinions and thinking, motivating others to act
- A proven ability to identify key components of a problem and formulate solutions to promote insightful decision making
- Exceptional people and relating skills with awareness of the feelings of others
- Demonstrated efficiency with a passion toward profitability

The candidate will need to embrace the concept of being accountable for his or her own actions and understand what is necessary to accomplish the work. A proven record of delivering results and keen business acumen is needed.

Primary Responsibilities:

- Client Engagement
- Project Leadership
- Team i^3 Strategy Partners
- Business Management
- External Partner Management

Qualifications:

- Undergraduate degree (MBA preferred)
- Go to market (Commercial) strategy experience
- 8-10 years proven excellence in the pharmaceutical industry
- Must be willing to travel

Please send resumes to: admin@i3strategy.com

The Metiss Group
behavior experts at work

I3 Strategy Partners - Account Leader - Pharmaceutical Marketing

I³ STRATEGY PARTNERS

Accountability	Priority	Percent	Success Factors
Client Engagement	1	25%	
Engage clients			Clients were retained
Identify needs for future business			Positive feedback from clients was received
Manage client expectations			Business growth was demonstrated
Ensure client satisfaction			Repeat business was experienced
Engage procurement people around master service agreements			New clients were engaged
Proactively identify opportunities for future business			Business development target was achieved
Lead status meetings with clients			Clients objectives were achieved
Own client relationships throughout project lifecycles			WOW factor was achieved
Facilitate workshops			Clients said it was a pleasurable project experience
Lead presentations to clients			Positive feedback from clients was received
Project Leadership	2	50%	
Lead projects			Projects were completed on time and within budget
Ensure project deliverables are met			Project quality measures were achieved
Lead status meetings with internals			Meetings were attended on time, prepared and engaged
Provide strategic oversight			Deliverables were met or exceeded
Provide strategic integration			Excellence in deliverables was achieved
Lead project external partners throughout project			Projects completed were geared to project standards
Review project budget vs actuals, meet budget			Minimal project surprises were experienced
Act as main point of contact for project communications			Positive feedback from project team was received
Lead workshop content development			Consistent communication cadence was demonstrated through projects
Meet timelines			Project closeouts were completed on time
Understand and provide insight based on analytics			Excellent project leadership was demonstrated
Oversee final presentation information for synthesis of information			Project analytics was insightful/impactful for CEO
Lead development of presentations			
Ensure literature review/background material cataloging is complete			
Create narratives in deliverables			
Team I3 Strategy Partners	3	10%	
Escalate issues to CEO as necessary			Meetings were attended on time, prepared and engaged
Pursue professional development			Core values were demonstrated
Attend industry/network events			Minimal surprises were experienced
Act as commercial SME for i3			Minimal CEO involved for direction was experienced
Ensure CEO is up-to-date on client research			One-on-one meetings were facilitated
Participate in quarterly all team meetings			"A" players were recruited and managed
Participate in annual planning sessions			Team objectives were met
Participate in weekly update meetings			Team was edified by commercial expertise
Conduct one-on-one meetings with direct reports			Talent gap was augmented
Live core values			Personal or professional development was pursued
Grow team			
Assist in accomplishing team objectives			
Business Management	4	10%	
Write proposals - slide decks or written			Proposals and SOWs were compelling and accurate
Create SOWs			Budget targets were achieved
Meet with CEO regarding project deliverables			Project approaches met project requirements
Create budget for projects (including staffing and pricing)			
Get approval for project budgets			
Complete research for engagements			
Determine project approaches			
External Partner Management	5	5%	
Hold external partners accountable for project performance			Positive partner feedback was received
Manage project conflicts			Conflict was managed at Principal level
Create a bench of reliable external partners			No avoidable surprises from partner relationships were experienced
Engage procurement people around master service agreements			Win/win contracts were in place
Negotiate third-party contracts			I3 had reliable partners available to engage