

Account Director - Medical Education

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Company: Real Chemistry

Location: United Kingdom

Category: other-general

Real Chemistry is a global health innovation company with offices across Europe and the US. We believe that the way to real, transformative change is through the uncommon combination of disciplines, technologies, and our greatest asset – our people. We are currently looking to add to our alchemic mix of more than 1,800 talented professionals. This is a great opportunity to join a dynamic, fast-growing global company committed to making the world a healthier place for all.

Job Summary: Real Chemistry is looking for an Account Director to join our growing Integrated Client Services team! You'll work primarily on Medical Education activity, but you'll also be able to challenge yourself to think about how you can bring to bear the creative capabilities from the advertising side of our business to help your clients to maximise the impact that their Med Ed activity has, driving effectiveness and outcomes for HCPs and Patients alike. We focus on results and encourage all our staff to explore new and better ways to succeed in their roles. At the same time, we recognise the importance of a clear career structure and realistic expectations.

What you'll do: Client Work Accountable for delivery of an entire programme of client work with SMT support Responsible for ensuring that work is delivered to the highest standard and within timeframes and budgets agreed with the client Be involved in strategic conversations with your client, set the strategy for the programme with minimal input from your Director, and ensure alignment with the strategy throughout Maintain a knowledge of your clients' business and the external factors which may impact upon it and react accordingly; have the flexibility to shift the direction of the programme responding to a changing landscape, providing counsel to the client Maintain momentum on

client business and seek solutions to barriers Be fearless and flexible in your approach – leading and executing a project, regardless of prior experience (or lack of) Regular, proactive client contact and coaching others to build/maintain a positive client relationship Accountable for the client relationship Facilitate client meetings/workshops Growth and New Business Lead the creds and new business process with support of the SMT; contribute to RFIs and new pitches Lead on organic growth within existing accounts, selling-in new ideas and projects Identify new business opportunities outside of existing accounts Self-Development Further develop your leadership style, instilling professional values and good working habits in your teams Inspire, motivate and empower (beyond those you work with) when implementing the vision of the leadership team, protecting our culture Line management responsibility (not only managing your linee, but also providing support re the management of their linee) Proactively supervise and address team and linees' performance coordinating with other account leads/COO as required Ensure cross-learning and sharing of best practice between ADs Responsible for own professional development Involvement in interviewing and hiring AEs and AMs Financial Responsible for financial management of your client business and participation in the ISO financial processes Reviewing timesheets at the end of month Accurately forecast, proactively alerting SMT to any changes/potential slowing down of business Tracking use of resource against available budget throughout the month and flagging any discrepancies with proposals to rectify them Handling invoicing Tracking receipt of client POs Attend month end finance meetings Ensure the profitability of your accounts and take steps to address any problems, e.g. minimising over-service, addressing scope creep and suggesting alternative uses for budgets Sign-off on budgets under £20K; ensure budgets are reviewed with the client if the scope changes (before out of scope work is started) and agreements are in writing for budget amends Responsible for requesting appropriate resource for your client business Ensure financial management of the account is aligned with client contracts and POs are in place Complete your timesheets accurately and on time Submit your expenses claims and credit card claims accurately and on time Business and Environment Ad hoc involvement in the business planning process Leadership of internal teams (i.e. compliance/socials/inspiration/etc.) This position is a perfect fit for you if: Our Company values – Best Together, Impact-Obsessed, Excellence Expected, Evolve Always and Accountability with an “I” – really speak to you. You are adaptable, resilient, and OK with adjusting your scope, responsibilities, and focus as we grow. When things change, so do we. We're always evolving. You are proactive, driven, and resourceful with strong prioritization skills

and a desire to dive into the data. You are a highly organized self-starter, able to work independently and under tight deadlines. What you should have: Must have minimum of a bachelor's degree in a high science subject Ability to work within and lead cross-functional teams internally (confidently liaise with and guide tech, creative and account teams) to deliver outstanding client work Develop multi-faceted, multi-channel and multi-market strategies and campaigns to deliver against business objectives and strategic imperatives Work with analyst teams to identify key client KPIs, develop measurement and learning plans that communicate program performance reveal opportunities to increase success Experience in strategy development and execution of global programs, as well as local implementation Ability to relay high science of clinical trials or products to audiences with different levels of knowledge Ability to support and drive new business operations alone and as part of bigger team In-depth understanding of industry regulations in the UK and across Europe Experience with annual planning, resourcing, and forecasting Professional presence, performs with a sense of urgency and with a client service orientation Has confidence to manage upward when required; able to connect with managers when deadlines will not be met or when issues are foreseeable Excellent business communication ability including informal/formal presentation and writing skills; this includes confident public speaking both internally and externally with clients, vendors, and affiliates Supervisory skills, with ability to lead and cultivate junior staff and effectively collaborate with subcontractors Demonstrated growth and experience in management roles Project management experience, demonstrated ability to meet deadlines, prioritize and manage detailed budgets The position requires some international travel for client meetings and conferences (20 - 30 percent) Real Chemistry offers a comprehensive benefit program and perks. Learn more about our great benefits and perks at: <http://www.realchemistry.com/>

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