

United Kingdom Jobs Expertini®

Senior 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 a senior account director to join our growing team! This role is part of the Integrated Client Services team in Real Chemistry. You'll work primarily on Medical Education activity, but you'll also be able to challenge yourself to think about how you can leverage 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.

What you'll do: Autonomously lead and be accountable for a portfolio of client business
Accountable for the growth of team members and allocation of work to support their development
Inspire total confidence with senior clients, providing strong independent client counsel and keeping one step ahead of the client
Challenge other team members to provide solutions before you provide input
Coach other team members to challenge the client when needed
Accountable for wider client team relationship (beyond the daily client contact); maintain regular contact with wider client team
Maintain deep understanding of your clients' business and the external factors which may impact upon it, being ahead of the game and proactively informing the client and coaching the team to increase their knowledge
Growth and New Business Pitch for and win new business with minimal Director support
Responsible

for growing accounts to their full potential (picking up new clients and therapy areas with minimal Director support) Coach AM/SAM team members to spot opportunities to grow existing business Self-Development Inspire, motivate, and empower (beyond those you work with) when implementing the vision of the leadership team, protecting our culture Ensure coaching behaviours exhibited across your account teams Be accountable for ensuring that you and your team meet client's expectations in terms of knowledge and understanding levels and identify training requirements and solutions for the team Line management responsibility; coach other line managers Identify broad training needs across the company Financial Promote and improve financial reporting and coach other team members to support in the financial management of the programme Understand internal and client P&Ls Continue to 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 Demonstrate an interest in wider agency finances Solutions-focussed approach to resourcing of your account teams Sign-off on budgets Complete your timesheets accurately and on time Submit your expense claims and credit card claims accurately and on time Identify business challenges arising either within or outside the agency, informing the team and making recommendations to manage their impact on our business Coaching others to keep abreast of industry news and environmental developments Network to make connections within the industry/relevant associated industries; be proactive on LinkedIn, organising meetings with potential new clients, former colleagues, people of interest in the industry and connect Directors, as appropriate Be an ambassador for Real Chemistry and externally promote the agency and its capabilities 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 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 Able to take ownership and run projects with limited supervision Highly organised with a mindfulness of deadlines, the ability to manage multiple tasks based on priorities, a strong attention to detail and experience bringing structure to problems Independent thinker confident in taking ownership of assets and material development, but a team player who enjoys collaboration Professional presence,

performs with a sense of urgency and with a client service orientationHas confidence to manage upward when required; able to communicate with managers when deadlines will not be met or when issues are foreseeableHigh energy, able to effectively operate in fast-paced, growing and evolving environmentDemonstrated strong work ethic, with a track record of following through on client requests and with high-quality deliverables on schedule and on budgetPositive thinker who can adapt quickly, innovate and be a reliable resource under pressureStrong written and oral communication and presentations skillsExcellent business communication ability including informal/formal presentation and writing skills; this includes confident public speaking both internally and externally with clients, vendors, and affiliatesAbility to analyse and draw actionable insights from data/researchProject management experience, demonstrated ability to meet deadlines, prioritize and manage detailed budgetsDemonstrated experience encouraging professional development of direct reports and exerting influence across matrixed teamsScientific knowledge from educational degree or through work on high-science business areas/accountsReal 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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