



The Inceptua Group is a global, dynamic and future-oriented service provider for the pharmaceutical industry. Inceptua has global operations within Clinical Trial Services, Medicines Access as well as Commercial Products and Services. We recognize that investing in talented people creates value for our customers, our employees, our suppliers and the communities in which we live and work. Our success is based on the motivation, dedication and performance of our people. We strive to go the extra mile to achieve excellence in all our services.

For our US West Coast team we are recruiting for the position of:

## Account Executive, Clinical Trial Services

for immediate start / as soon as possible

This position reports to the Regional Key Account Manager.

### Responsibilities include but are not limited to:

Responsible for the retention of established accounts with a forward-facing focus in the development of new accounts

- Sales Goals and Objectives
  - Achieve the established sales and business development targets
  - Develop and maintain client relationships
  - Conduct regular meetings at customer's premises
  - Manage projects with own expertise and through coordination of the appropriate resources within the business
  - Actively research relevant information in the company's databases and online
  - Develop consulting strategies tailored to the customer's needs
  - Resolve any project-related issues and other customer challenges
  - Develop productive business relationships with internal and external stakeholders
  - Leverage business network to generate of new leads,
  - Cold call and arrangement of presentations to new customers
  
- Marketing and brand building
  - Promote the collaborative environment as part of the company's values
  - Differentiate the products and services of Inceptua from the competition,
  - Present Inceptua as a valued partner and provider of choice,
  - Maintain the company's advanced positioning by ensuring its advisory capacity during business meetings and industry events,
  - Identify and build professional and productive long-term relationships within the assigned accounts
  - Evaluate industry events and customer meetings to drive improvement of the company's image
  
- Intra Business Unit communication and knowledge management
  - Maintenance of customer management system

This role is forming part of the recent global expansion program at Inceptua and requires a high degree of professionalism where the following skills & capabilities are essential:

- Teamwork spirit
- Market knowledge
- Fast learning skills
- Result orientation
- Customer centricity



- Commercial acumen
- Innovation

**Your profile:**

- University degree (preferably in pharmacy or life-science), PhD is of advantage
- 5 years of experience in the pharmaceutical industry, preferably in the clinical trial business
- Minimum of 2 years of sales experience
- Excellent cross-cultural team management skills
- Proficient user of MS Office, especially Excel and Power Point
- Proficient user of Customer Relationship Management systems
- Excellent command of English, with any other language being an advantage
- You are team oriented
- You have an ability to understand sales performance metrics
- You have solid customer service attitude with excellent negotiation skills
- You have excellent communication and presentation skills
- You are goal oriented and customer centric

This position is full-time and we offer a competitive salary. Our company is home to employees from various backgrounds that speak a range of languages. If you have a forward-thinking attitude and a passion for success, we look forward to receiving your application.

Please send your application, including a CV, availability, salary expectation and cover letter in English to: [recruitment@inceptua.com](mailto:recruitment@inceptua.com)

Attachments should be in **PDF format** and you should indicate where you found this posting.