

## Account Executive, Clinical Trial Services (m/f/d)

The Inceptua Group is a global, dynamic and future-oriented service provider for the pharmaceutical industry. Inceptua has global operations within Clinical Trial Services, Clinical 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. We are hiring for the position of Account Executive, Clinical Trial Services, to be based in Europe and with a start as soon as possible.

### **Primary Goals and Objectives:**

- Engage with existing and prospective clients, through a combination of warm and cold channels, in order to win new business
- Develop and maintain client relationships in order to create a robust pipeline of opportunities
- Develop a good understanding of CTS capabilities and services (including manufacturing Services, depot and logistics services)
- Add value to existing clients and working with colleagues to achieve organic growth targets and provide additional services to these clients
- Achieve established sales and business development gross profit targets
- Conduct regular meetings at our own premises and at customer's premises to better embed Inceptua in their organisations and add value to our clients
- Develop consulting strategies tailored to the customer's needs
- Create competitive quotes and relay to clients the benefits of placing POs with Inceptua based on the advantages that our solution provides them
- Manage projects to conclusion, harnessing and working with the expert teams within Inceptua in order to deliver winning quotes to clients
- Attend conferences as required to promote Inceptua's CTS services and meet with new potential clients
- Develop accounts over time to the point that they can be directly supported by Key Account Managers within the business
- Resolve any project-related issues and other customer challenges
- Develop productive business relationships with internal stakeholders in order to effectively and efficiently engage and achieve a common goals
- Leverage your business network to generate new leads and set-up cold calls to arrange presentations with new customers as needed

- **Brand building**
  - Support the differentiation of Inceptua's products and services and 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
- **Intra Business Unit communication and knowledge management**
  - Learn and make effective use of the tools provided to the Business Development (Account Executive) team
  - Use Inceptua's ERP system in line with specified processes
  - Work effectively with colleagues in other Business Units (Medicines Access, Commercial Products and Services) in order to share knowledge and networks to best effect across the Inceptua Group

The following skills & capabilities are essential:

- Result orientation
- Market knowledge
- Commercial acumen
- Customer centricity
- Ability to keep abreast of a fast-changing clinical services environment
- Teamwork spirit

Your profile:

- You hold a University degree with a preferred focus on pharmacy or life-sciences
- You have experience in the pharmaceutical industry, preferably in the clinical trial business
- You have at least 3 years experience in sales and have a track record of success in achieving targets
- You are business fluent in English
- You are a Proficient user of MS Office - especially Excel and Powerpoint – as well as of Customer Relationship Management System
- You have solid customer service attitude with excellent negotiations skills
- You are goal oriented and customer centric
- You have excellent communication and presentation skills
- You have an ability to understand sales performance metrics

This position is full-time and we offer a competitive salary. Our company is home to employees from various backgrounds who 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 in English, including cover letter, CV and your availability to: [recruitment@inceptua.com](mailto:recruitment@inceptua.com).  
Attachments should be in PDF format.