



Inceptua is a specialty pharmaceutical company and a premium global service partner. Inceptua Pharma commercializes and markets orphan and specialty care products and has the expertise and capabilities to supply unlicensed medicines globally. Inceptua Services supports pharma and biotech companies with global clinical trial comparator sourcing, packaging and labelling solutions, pre-approval and medicines access programs and consulting.

Inceptua partners with life science companies of all sizes, drawing on over 20 years of industry experience, and has global operations with local offices across Europe, North America, and Asia.

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 and achieve excellence in all our services.

We are hiring for the position of **Key Account Manager** to be based in the US. You will be responsible for growing and developing strategic key accounts through relationship development, taking opportunities to completion and implanting specific account strategies. You will report to the Director, Key Account Management, CTS.

Responsibilities include, but are not limited to:

- Grow and maintain Inceptua's key accounts through frequent client interaction and technical expertise as well as building integrated relationships with each customer.
- Develop account plans and provide regular updates to support the achievements of Sales targets
- Lead and provide business support to client specific Operational team (s) to ensure end-to-end customer satisfaction and accuracy of all studies pertaining to clients' accounts assigned
- Coordinate activities globally to deliver on the needs of assigned key strategic accounts
- Identify and recommend solutions to address clients' needs
- Create and manage quote requests, providing competitive quotes and relaying these to clients, emphasizing the benefits of placing POs with Inceptua based on the advantages that our solutions provide them
- Demonstrate innovative thought processes and ideas which suggest new service offerings which may lead to new and improved revenue opportunities for the business as well as a competitive advantage for Inceptua
- Facilitate implementation of client contracts, CDA's, MSA's, and Quality Agreements
- Track and communicate win/loss ratios and pursuit metrics on all assigned accounts through the appropriate CRM and ERP tools
- Gain full understanding of clients' needs and develop proposals and presentations that demonstrate Inceptua's competitive advantage, conducting regular meetings at client's premises or virtually as conditions will allow
- Develop, maintain and present on a client specified basis global Key Performance Indicators
- Monitor and communicate client pipelines to senior management
- Identify new opportunities within strategic accounts and develop strategies to present Inceptua's capabilities by networking and marketing our services to decision-makers
- Identify purchasing trends and report on client needs for all assigned accounts

- Share market intelligence (trends, competitor information, etc) with Marketing and Senior Management
- Act as bridge between sales, operations, and procurement and supporting functions for escalation of challenges and opportunities
- Apply Good Manufacturing Principles (GMP), Good Distribution Practices (GDP), and Good Clinical Practices (GCP) and other relevant GxP in all areas of responsibility
- Demonstrate and drive Inceptua's mission statement and strategy
- Function independently to influence the decision-making process of all clients through exceptional communication skills and the ability
- Maintain a good knowledge of Sponsor companies and CRO industry competitors
- Perform other duties as assigned by management to meet business needs

Your profile:

- Degree level or higher – B.A., B.Sc., M.B.A
- 5 Year Minimum Experience within the Pharma/CRO/CMO Industry, ideally with CTS experience
- Experience in a Project Management or Operations role within the Clinical Trial Supply arena would be a particular advantage
- Well developed negotiation skills
- Well developed verbal and presentation skills for personal presentations and writing abilities to respond to complex Requests for Information/Proposals (RFI/RFP)
- Good industry knowledge
- Well developed interpersonal skills
- A network of senior decision maker contacts within Pharma would be beneficial

Our company is home to employees from various backgrounds that speak a range of languages. If you have a forward-thinking attitude and are ready to go the extra mile with us, we look forward to receiving your application.

Please send your application in English, including a covering letter, to **recruitment@inceptua.com**. Attachments must be in PDF format.