

United States Jobs Expertini®

Client Partner - Commercial Life Sciences (1118)

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Company: Axtria - Ingenious Insights

Location: Berkeley Heights

Category: other-general

Introduction

Axtria is a leading global provider of cloud software and data analytics to the Life Sciences industry. We help Life Sciences companies transform the product commercialization journey to drive sales growth and improve healthcare outcomes for patients. We are acutely aware that our work impacts millions of patients and lead passionately to improve their lives. Since our founding in 2010, innovation has been our winning differentiation, and we continue to leapfrog competition with platforms that deploy Artificial Intelligence and Machine Learning. Our cloud-based platforms - Axtria DataMax™, Axtria InsightsMax™, Axtria SalesIQ™, Axtria MarketingIQ™ and Axtria CustomerIQ™- enable clients to efficiently manage data, leverage data science to deliver insights for sales and marketing planning, and manage end-to-end commercial operations. We work with over 100 Life Sciences companies, many with multiple engagements globally across 75+ countries. We continue to win industry recognition for growth and are featured in some of the most aspirational lists – INC 5000, Deloitte FAST 500™, NJBiz FAST 50, SmartCEO Future 50, Red Herring 100, and several other growth and technology awards. Axtria was recognized by Gartner in six areas in its 2023 Hype_Cycle for Life Sciences Commercial Operations, 2023. Axtria is looking for exceptional talent to join our rapidly growing global team. People are our biggest perk! Axtria is recognized for its organizational culture in both US and India, including certification by the Great Place to Work® Institute. Our transparent and collaborative culture offers a chance to work with some of the brightest minds in the industry. Axtria Institute, our in-house university, offers the best training in the industry and an opportunity to learn in a

structured environment. A customized career progression plan ensures every Axtrian is setup for success and able to do meaningful work in a fun environment. We want our legacy to be the leaders we produce for the industry. Will you be next?

Job Description:

We are looking for Client Partner with a knack for helping life sciences companies solve problems with a combination of Axtria's consulting expertise, world-class processes, and innovative cloud platforms. Successful candidates will have the demonstrated ability to build personal relationships with VPs+, create strategies and write good content to win large engagements, and have a track record of winning over new clients/stakeholders.

The position will be directly responsible for the following:

Build relationships with CXO / VP/Director across data, analytics, operations and IT and become the trusted advisor to senior client executives.

Development of account strategy and business plans across different divisions and buying centers of the client.

Single point accountability for growing the account – going deep in existing buying centers & opening new buying centers.

Coach other team members in the account management role – US and offshore.

Grow our business across platforms, managed services, analytics, omnichannel and data management.

Meet client revenue targets, gross margins and client margins (manage account P&L).

Enable great customer experience and delivery quality.

Contribute to creation of content, write proposals, RFP responses, point of view documents etc.

Refer and recruit account managers.

Accountable for Program management across all projects for the client.

Generating and maintaining a sales forecast for accounts assigned.

Required Skills/Experience

A minimum of 20+ years of experience; Primarily in a client facing role (client management, sales) at a top consulting / software / IT Services / 3rd party analytics / or as an executive at large Pharma firm.

Strong experience in pharma (life sciences) industry

Experience and proven track record of dealing with IT, business, C level executives.

Well-rounded consultant with the ability to cross-sell, up-sell across all functional areas.

Ability to connect the dots & craft / tell effective & engaging stories to earn client respect.

Strong contracting / negotiating abilities.

Experience of Business 2 Business (B2B) solution sales.

Experience of running P&Ls of USD 20 million (annual) or more preferred.

Excellent communication skills – written and oral.

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