

Position Description

Title	Commercial Director - Full time Permanent
Reporting to	Managing Director - USA
Location	Cranford, New Jersey, USA.
Team	Commercial, Client Services

About Atlantis Healthcare US

Atlantis Healthcare (AH) is a progressive global healthcare company that delivers effective and scalable person-centric solutions that optimise healthcare outcomes and experience. We are based at Cranford, New Jersey.

Position overview and objectives

The Commercial Director is a pivotal role within the Atlantis team. He/she is responsible for the overall development and delivery of patient focused solutions to our clients, and the ongoing maintenance and growth of the business. This is achieved through a combination of advancing and diversifying our strategic offer in the marketplace, managing and developing the Client Services team to ensure successful delivery of our strategy to clients, leading client consulting projects and growing our business by engaging and winning projects with new clients.

As a senior member of the US management team, the Commercial Director also serves a strategic role in guiding and developing the capabilities of the team to ensure successful implementation of Atlantis Healthcare solutions.

Key areas of responsibility

Client & business development (ca 60% of time)

- Build then implement annual business development plans, designed to drive sustainable revenue growth and expansion of programmes within the targeted organisations
- Conduct client development meetings and negotiations as lead member on new business development
- Partner with the client service team to support existing client development by providing input and guidance on potential client solutions
- Understand the changing commercial and regulatory environment that our clients face, to be able to deliver the right solution to meet their needs

Development of strategic service and product offer (ca 10% of time)

Leads the Strategic function within Atlantis Healthcare US, with responsibility for:

- Work within multi-functional project teams designed to implement specific products / services in line with the strategic approach.
- Delivery of strategic consulting services by utilizing methodologies and frameworks to deliver our expertise in a value adding and scalable way to clients. Lead the creation of training to implement these across the business, as required.
- Build links with partner companies, to ensure successful delivery of our solutions
- Support the internal development and external recruitment of high calibre individuals who can deliver our consulting and patient focused solutions
- Best practice sharing with other Atlantis Healthcare offices and markets

Client work (ca 30% of time)

- Lead consulting projects following defined frameworks and project deliverables
- Provide guidance to internal stakeholders on scope, implementation requirements and

- Develop network of partners, as required, to lead the successful implementation of consulting engagements
- Identify further business development opportunities through developing excellent client relationships and understanding of client needs

Key contacts and relationships

External:

- Clients and potential clients, working across a range of client situations and multi-disciplinary functions such as marketing, medical, regulatory and procurement, etc.
- Industry organizations to develop a greater awareness of Atlantis Healthcare
- External partners
- External stakeholders

Internal:

- All internal AH business functions
- International AH staff to share knowledge regarding clients / potential clients and best practice, and coordination on client pitches as required.

Key competencies / skills

- Strategic thinking
- Client, colleague and vendor stakeholder management
- Positioning, promotion and continuous improvement of healthcare offerings in US market
- Problem solving
- Strong commercial acumen
- Proven ability to deliver to budget
- Passion for patient and client satisfaction
- Team Leadership
- Consultative Selling & Negotiation
- US Market knowledge & understanding
- Project Management
- Demonstrate a high integrity, ethical conduct and a respect for confidentiality
- Balance of creative contribution and high level of precision in execution

Additional skills required

- 8+ years' experience selling and delivering patient solutions in pharmaceutical and / or digital in developing tailored solutions to their specific needs, ideally formed through multi-functional exposure to the business
- Regulatory knowledge / expertise: knowledge and ability to further develop a detailed understanding of codes of practice governing patient communication / advertising as required for all relevant stakeholders.
- Familiarity with technology systems as used to deliver business solutions (ex. Databases, CRM, other) and digital offerings

Job specific requirements

Interstate and international travel is occasionally required

It is expected that the successful candidate will have extensive networks within the USA pharmaceutical and healthcare market

Support Vision and Purpose

Vision: Support solutions to improve health. Anywhere, anytime, everyone. For good.

Purpose: How – empowering people to improve health outcomes through combining our 25 + years of global experience, data driven behavioural science technology. Delivering innovative and effective behaviour change solutions.
 What - design and deliver personalised effective support solutions for healthcare customers and consumers.

Adherence to Company Behaviour and Values

- People first
- Respect everyone
- Be memorable
- Find a better way
- Think big, act small

Managers Signature		Date	
Employee Signature		Date	

This Position Description is intended to describe the main functions and responsibilities required of the role. It is not to be construed as an exhaustive list of all responsibilities or duties that may reasonably be required of the incumbent in this role. Employees will be expected to perform any duties reasonably requested by the employer. From time to time it may be necessary to consider changes in the position description in response to the changing nature of our work environment – including technological requirements, reporting line changes or statutory changes.