

Brilliant Opportunity to Lead Commercial Strategy - New Jersey location

Atlantis Healthcare is a progressive global healthcare company that delivers effective and scalable person-centric solutions that optimise healthcare outcomes and experience. We have offices in the U.S.A, UK, Germany, Australia and New Zealand.

We are looking to appoint an extraordinary person to contribute to our growing business in the U.S.A.

Purpose of Role

As the Commercial Director, you will hold responsibility for creating and delivering on the business development strategy alongside ensuring that programs of work are delivered on time and on budget to our clients.

The success of this role hinges on having positive pre existing relationships with key pharmaceutical and healthcare clients and having the ability to listen, interpret and create innovative and winning proposals. The need to work with a talented global team to design and then deliver suitable programs is also key.

Key Result Areas

Leadership – *Reporting to the CEO you will lead the charge in driving business. Your highly visible and grounded leadership style will give colleagues and clients a sense of reassurance. You will already be known for your outstanding commercial leadership because of the extraordinary results you have already achieved in your career. You will demonstrate an ability to calmly guide a local team and work collaboratively with global colleagues to deliver successful client outcomes.*

New Business - *you will own the business development agenda and planning and ensure others deliver on their part of that. You will be driven, well networked and work in an organised way using Salesforce. You will have strong co-ordination tendencies and be known as an engaging and persuasive individual who aligns proposals to the need of the clients and the patient end users.*

Project Management - *your ability to oversee various projects at various stages of delivery will be masterful. You will have a creative streak coupled with a high level of detail and precision where delivering to quality standards and timelines is paramount. You will be familiar with various digital solutions and products and appropriate applications. You have a proven ability to “rally the troops” and reassign priorities accordingly.*

Capabilities we are looking for

- 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

Ideal qualifications and prior knowledge

- Tertiary commercial qualification
- Healthcare qualification or science background
- Design thinking or project management qualifications
- Significant exposure to solution based sales, consultancy, stakeholder management and negotiation training
- Competent user of Salesforce
- Digital project or patient programme management

Ideal Experience

- 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

What you can expect

- Our U.S office is small but progressive
- You can expect a high degree of autonomy but also a high level of support from the U.S. Managing Director and the Global CEO in addition to a network of talented colleagues and providers and local Solutions team
- This is a great opportunity to “make your mark “ and drive the business forward
- We have an exciting programme of work that will see rebranding, Account Management processes and our Solution suite come alive
- A competitive salary and benefits is on offer for the right candidate
- The opportunity to hone your digital and tech skills as you work with leading edge technology in working up effective patient programs
- The opportunity to work in an “agency” environment rather than corporate where you have real scope to contribute with few constraints