



## **Private & Confidential**

### **About LINGMED**

Lingmed Ltd promotes healthcare intelligence database products in China market and also import niche medical products / devices to China market to meet China market's unmet medical needs.

More information at: [www.lingmed.net](http://www.lingmed.net)

### **Title: Account Manager**

#### **Job Description:**

- Manage and develop key accounts for new product sales. Work with stakeholders at pharmaceutical firms to deliver our expanding portfolio of solutions

#### **Key responsibilities and accountabilities:**

- Responsible for promoting intelligence databases at major pharmaceutical companies
- Able to interact professionally with senior management at big pharma / device companies in China
- Responsible for develop new sales and meeting the sales target
- Able to uncover client pain points, and be flexible and creative in finding solutions
- Able to understand broad trends in pharmaceutical and healthcare industry in China and internationally
- Able to understand needs of pharmaceutical companies as a whole, as well as individual departments and business units
- Work directly with product team in driving innovation: short term customization and development and long term product strategy
- Flexibility in learning to work with new product areas and addressing diverse pharmaceutical client needs such as new product launch, product licensing, sales operations optimization etc.

#### **Minimum Education and Experience:**

- 3-5 years working experience as service or database sales in Pharmaceutical industry in client facing, professional B2B environment
- Experience in life science or pharmaceutical related industries is a plus
- Pharmaceutical or Device industry Business development or strategy department working experience is a plus
- MBA degree is a plus, Bachelor degree holder as minimum requirement
- Excellent spoken and written English
- Strong client leadership

#### **Additional Requirements**

- Independent and entrepreneurial approach to problem solving
- Track record of excellence in working with clients and addressing client needs
- An outgoing personality –“a people person”
- Strong presentation and communication skills