

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

Title: Client Services and training Specialist/Manager

Job Description:

Manage and develop key accounts for renewal of existing products and introduce new products. Work with stakeholders at pharmaceutical firms to deliver our expanding portfolio of solutions

Key responsibilities and accountabilities:

- Responsible for managing existing relationships and corporate accounts at major pharmaceutical companies
- Able to interact professionally with senior management at MNC and domestic big pharma
- Provide professional product trainings to existing clients
- Provide value added services to clients, mini consulting projects
- 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 client services and marketing events 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