

# Bioscript<sup>®</sup>

## Account Director

Do you have a proven track record in leading accounts in medical communications? Could you offer more than your current role allows – new ideas, new ways of working, leading client accounts, and enhance our digital offerings? If so, we can offer you opportunities in a forward-thinking, flexible, friendly and dynamic agency.

**Location:** Macclesfield, Cheshire

**Job type:** Permanent, full-time or four days per week (30-37.5 hours per week)

**Benefits:** Competitive salary, profit-related bonus, pension, health insurance, 25 days' holiday and much more!

### Company information

Bioscript Group agencies deliver global healthcare communications to a wide range of international pharmaceutical company clients across multiple therapy areas. Our agencies cover the full range of medical communications including publications, medical meetings and digital programmes. Also offering specialist health economic and regulatory writing services, the agency provides many opportunities for personal and professional development. Bioscript is independently owned and has grown steadily over the past 13 years, adding new clients and talented new staff every year; we are proud that clients we worked with in the beginning continue to work with us today.

### The role

As an Account Director, you will:

- Lead/direct client accounts with responsibility for overall client service and financial delivery, identifying opportunities to increase the level of business
- Work with senior colleagues to identify and win new business to achieve financial objectives.
- Lead initiatives that contribute to sustainable growth through identifying and developing new business opportunities.
- Provide strategic guidance to clients and to internal account teams.
- Develop strong long-term working relationships with client teams and their partners to provide coherent, high quality client service.
- Contribute to own accounts through hands-on management of the client and, where appropriate, liaison with opinion leaders.
- Use experience to provide high-level support for clients, demonstrating commercial insight and strategic thinking to add value and become a partner for advice and planning.

### Requirements

Must have experience of leadership, management and commercial operations in a medical communications agency or pharmaceutical company. Key skills include:

- Demonstrable track record of high level client service expertise, and excellent inter-personal skills
- Proven team leadership skills, including the ability to mentor and motivate less experienced staff.
- Budget development and financial management.
- Proven business development skills, including pitch and proposal work.

### Interested?

Send your CV and a covering letter to [careers@bioscriptgroup.com](mailto:careers@bioscriptgroup.com)

*All offers of employment are subject to candidates' ability to provide suitable documentary evidence of their right to work in the UK.*