



## ACCOUNT EXECUTIVE

AdMed is currently seeking Account Executives in our Philadelphia offices.



### ACCOUNT EXECUTIVE ROLE

The Account Executive identifies and closes sales for AdMed within a specific geographical region or set of named accounts. The Account Executive represents AdMed's creative and technologically innovative products and drives revenue. This person must be a self-starter who can create a large pipeline of business quickly and work with both existing as well as new business opportunities.



### JOB REQUIREMENTS

- Proven sales closer
- Minimum of 2 to 5 years of experience in Sales, Business Development or Account Management in the pharmaceutical and/or biotech industry.
- Track record of sales excellence
- Knowledge of assigned accounts preferred
- Able to work both independently and collaboratively in a fast-paced, science-based, creative team environment
- Professional presence and knowledge of the industry
- Excellent communication and relationship-building skills
- Experience selling to marketing and training managers
- Strong work ethic



### JOB RESPONSIBILITIES

- Create and drive revenue within assigned territory or list of named accounts
- Generate pipeline opportunities through networking and cold-calling
- Drive brand awareness and lead generation through networking and associations
- Generate leads from trade shows and networking events
- Meet and exceed all quarterly and annual sales goals
- Take ownership of the sales cycle and record all data in a CRM
- Develop strategic account and territory plans
- Maintain account and invoice forecasting in a CRM
- Work with Project Manager to ensure 100% client satisfaction



### EDUCATION REQUIREMENTS

- Bachelor's degree in marketing/business or science-related field
- MBA, PhD or PharmD is a plus

If you're interested in this position, let us know. We'd love to meet you!  
Please send your resume and cover letter to [jobs@admedinc.com](mailto:jobs@admedinc.com)