

The Porterhouse Medical Group

The Porterhouse Medical Group is a scientific and medical communications network with a reputation for excellence. We work with some of the biggest pharmaceutical companies in the world, helping them to connect with a global audience of healthcare professionals and patients. We have seen continued growth over the past 19 years and recently secured new business wins on both a national and a global level. In 2016, Porterhouse Medical received the Queen's Award for Enterprise (the UK's highest accolade for outstanding achievement in business) in the International Trade category, and in 2019 we were delighted to be awarded with the Investors in People accreditation at the Gold level, which is a world-recognised standard that reflects the very best in people management excellence.

Our employees include editors, medical writers, account managers and designers, who work collaboratively on a variety of projects to ensure they are completed to the highest standard for our clients. We demand excellence from our staff but also foster a relaxed, friendly and supportive working environment, where teamwork is an everyday occurrence.

Account Manager (UK office) – job description

We are currently looking for an account manager to join our busy client services team. The successful candidate will have exceptional problem-solving, project management and diplomacy skills. Strong face-to-face and written communication skills and a proven ability to develop lasting client relationships are also essential. The successful candidate should be prepared to work in a fast-paced, creative environment with occasional opportunities for travel.

As an Account Manager, your key responsibilities will include:

- Working closely with clients and healthcare professionals to understand their needs and translate these into opportunities for the development of high-quality medical communication solutions
- Proactively driving projects forward and seeing them through to completion in a timely manner
- Working closely with internal teams at Porterhouse Medical to manage priorities and ensure that solutions are delivered to the highest standard
- Proactively managing project scope and budgets to ensure that any issues are communicated to clients and that project profitability is maintained
- Developing an understanding of new therapy areas quickly and comprehensively, inspiring confidence with clients
- Identifying opportunities for new business within existing accounts
- Supporting new business initiatives, including attendance and presentation at pitch meetings

SCIENCE  INSIGHT  CREATIVITY  IMPACT

- Training and developing account executives, and conducting performance reviews and appraisals

Desired background and skills


We are looking for the very best life sciences graduates in order to maintain our reputation as a first-class medical communications agency delivering scientific programmes of the highest quality.

Specifically, we are looking for individuals with the following skills, attributes and qualifications:

- A bachelor's degree (2:1 or higher) and a strong academic record
- At least 2 years of experience in a client services role in a medical communications agency or pharmaceutical company
- Strong literacy and numeracy skills, and an excellent attention to detail

Applications

To apply, please send your CV and a covering letter to careers@porterhousemedical.com for the attention of Jan Coetzee (Talent Manager). We do not accept unsolicited CVs from recruiters or employment agencies.

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