

Digital Account Director

Permanent position, central London, competitive salary.

We are seeking a Digital Account Director to join our busy team responsible for managing and delivering digital solutions to our international pharmaceutical clients. As a result of continued growth, we are looking to build our digital team to help oversee the implementation and delivery of our proprietary digital tools.

With an established client base comprising some of the world's top pharmaceutical companies, we continue to grow and are now looking for an additional director to manage the implementation and delivery of international projects.

System Analytic helps pharmaceutical teams to identify, manage, and engage their opinion leaders and experts through a variety of market research services and digital tools. That's all we do, and we excel at it. Our clients are the world's top pharmaceutical companies.

System Analytic is part of the WPP Health Practice which is made up of four specialist agencies – Ogilvy CommonHealth Worldwide, ghg | grey health group, Sudler London and System Analytic. Each of the agencies operate independently under their own unique brands but are united by a shared vision and purpose to deliver the full depth and breadth of their specialized services to clients. With the aim of providing innovative, pragmatic strategic counsel for clients' increasingly complex needs, WPP Health Practice is there to create a new health consulting capability.

What will you do?

- Provide outstanding management of client accounts for all aspects of configuration, implementation and launch of our digital tools
- Consult with clients on the most appropriate plan for effectively for successful delivery
- Manage your projects' financial planning and reporting
- Line manage project team members, nurturing their talent and providing a supportive and challenging environment for their development
- Liaise with technical and innovations teams to ensure projects are delivered on time and on budget and beneficial customisations are analysed and implemented effectively
- Manage discussions about integrations between client and System Analytic platforms
- Attend and lead launch meetings / demonstrations / end-user training of the platform to clients via teleconference and occasionally in person
- Conduct client meetings (prepare agendas, minutes, lead calls etc.)

- Manage client proposals, pricing, planning, budget tracking, and invoicing
- Business growth e.g. participating in pitching and seeking out new opportunities within your clients' organisations.

What will you bring to the table?

- Exceptional account management and relationship-building skills with a commercially astute approach
- Leadership skills, with the ability to inspire your team to perform to their best abilities
- Project management rigour, ideally with recognised qualifications and specific digital experience
- A strategic approach to guiding our clients through digital change management initiatives in their organisations
- Good understanding and a passion for digital technology and ideally a good grasp of data/CRM tools
- Pharmaceutical experience would be a distinct advantage
- Understanding and experience of the SDLC of a digital product and how to manage an agile digital project
- The ability to present confidently and explain technology in a simple way to a non-technical audience
- An enthusiastic and solution-based attitude.
- In addition to the above, what's equally important is your 'fit' with our way of thinking and our exceptionally co-operative culture. As a company, we are obsessed with innovation and as individuals, we enjoy the environment it creates.

Our philosophy

- Unlike other companies in our space, at System Analytic we don't just create great products; we aim to be the world's best in what we do. We are looking for people with a similar determination to help us become even more brilliant.
- As part of WPP, the world's largest communications and marketing agency network, we offer a great package of benefits, such as health insurance, subsidised gym membership and a generous holiday entitlement.

Think you're the right person for the job?

- We'd love to hear from you. Send your CV including a cover letter telling us all about you!