

Account Manager – Manila, Philippines

mClinica is a fast growing impact-driven healthcare technology company, focused on advancing healthcare for hundreds of millions of people across Asia. We deliver Healthcare Market Access and Analytics services to Pharmaceutical Companies, NGOs and Public Sector Institutions across 6 countries in Southeast Asia.

We are seeking a seasoned Business Developer in Manila to support our growth in the Philippines and across the region. At mClinica, people who take initiative and ownership are rewarded with significant responsibility and opportunity to directly impact the business.

Your tasks and responsibilities:

- Full ownership and daily end-to-end responsibility of nurturing existing client relationships and executing on projects.
- Support the commercial head in reaching out to new clients and educate them about our services and platforms.
- Launch new products and help top-management with developing a clear country and channel strategy.
- Be involved with and assisting in strategic decisions for the market expansion in the Philippines and the region.
- Forge strategic partnerships with NGOs, government agencies, healthcare providers, insurers, and other industry stakeholders.

Your Profile

- At least 1 year of business development or account management experience (pharmaceutical industry and/or consulting experience strongly preferred).
- Strong relationships with healthcare clients preferred
- You are decisive and possess methodical way of thinking, with a strong focus on ROI.
- Excellent communication skills (ability to clearly communicate to top management).
- Demonstrable interest in technology and product development.
- Overseas education or multinational employment experience is a plus.
- Proficient in English.

What You Can Expect from Us

- **Significant career growth opportunities** in a fast-growing business in the Philippines
- **Competitive compensation with performance bonus.**
- **Opportunities for international travel.**
- **Challenging and diverse assignments** along with **direct responsibilities.**
- **Fun & casual working environment** in an international team.
- **Flat hierarchies** within a fresh, dynamic and highly motivated team.
- **Starting date:** as soon as possible.

Apply

If you are interested in this position and would like to become part of the mClinica team, please send your resume to careers@mclinica.com (Subject: Account Manager).