

## Account Executive – Taguig, Philippines

mClinica is a fast-growing, impact-driven technology organization whose mission is to build digital networks of pharmacies, physicians, and patients to improve market efficiencies and health outcomes for hundreds of millions of people across Asia. As a social enterprise, we work with leading pharmaceutical companies, government agencies and NGOs including USAID, UKAID, Omidyar Network, and Stanford University among others.

mClinica is hiring for a Philippine-based **Account Executive** to serve our clients in Philippines and support our growth regionally and globally. We are looking for a highly ambitious, dynamic individual who has the drive to excel. At mClinica, people who take initiative and ownership are rewarded significantly.

### Your Role:

- Responsible for all drugstore related coordination and retention enrolled under mClinica program
- Retain and enroll new accounts to use the program for all pharma company brands.
- Negotiate ad schedules and pricing and authorize and promote new products.
- Provide regular feedback to Manager from sales activities execution to national sales product improvement
- In-charge of documenting step-by-step sales process through strategy plans, territory plans and customer follow-up correspondence
- Responsible for drafting high-quality presentations and proposals to differentiate and win business for company
- Present oral and written summaries of managed accounts to superior.
- Review Project Plans for execution and present oral and written summaries by coordinating with superiors.
- Penetrate and retain accounts as well as follow-up on regional warm referrals through current accounts and closing at regional levels.
- Strategize to meet specific sales goals and draft responses for approved requests for regional accounts.
- Outline region specific lead generation and execution by collaborating with sales and marketing department.

### Your Qualifications:

- Candidate must possess at least a Bachelor's/College Degree in Sales, others or equivalent.
- At least 1 year(s) of working experience in the related field is required for this position.
- Can do a multi-tasking job; detail-oriented
- Smart, energetic, passionate, innovative and resourceful.
- Strong networking skills – an ability to relate to and associate with people over any medium of communication (internet, phone, face-to-face).

### Benefits:

- **Significant career growth opportunities** in a fast-growing business
- **Competitive compensation** package
- Opportunities for **international travel**.
- **Challenging and diverse assignments**
- **Fun & casual working environment** in an international team.

### Apply

We work hard, we work smart, we are very passionate about what we do, and we like to have fun. Interested? Send your resume to [careers@mclinica.com](mailto:careers@mclinica.com) (Subject: Account Executive)