BioSpectrum ASIA EDITION
the business of Bio & Health Sciences

Job Alert : Director, Strategic Accounts, APAC at CooperSurgical Singapore

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At CooperSurgical, we are striving to achieve a world with healthy women, babies, and families. We do through delivering impactful solutions that improve healthcare.



In your role as **Director, Strategic Accounts** you will be a member of the broader global team who partner with and lead our Key Account Management. You will be responsible for the development and alignment with executives and key stakeholder of Key Accounts through close interaction with local leadership and Account Management teams. This will include, development of plans, formation of key account teams and alignment of execution for growth.

The ability to work cross-functionally with Marketing, Medical Affairs, Operations and R&D are critical for the execution of major growth initiatives.

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Essential Functions:

- Drive Coopersurgical value proposition for Strategic Accounts (Key Accounts) in APAC aimed at moving from transactional sales to solution-based strategic collaborations.
- Develop and execute strategic KA plans for defined accounts (6-10) by creating strategic collaborations aimed at fulfilling customer needs, develop scientific collaboration and increasing CooperSurgical market share
- Build strong and effective customer relationships at C-level and key stakeholders in corporate functions.
- Lead cross functional customer account teams to ensure superior service levels and tailored scientific and commercial projects for Key Accounts
- Work together with local Account Managers to develop leads, gather insights and execute KA initiatives.
- Contributes towards the global Key Account Management strategy.
- Identify and implement best practices and ensure knowledge exchange in Key Account Management across the US organization

Qualifications:

Minimum Requirements:

- MBA or equivalent in business administration, finance, Healthcare sciences and marketing
- >5 years Key Account Management experience is mandatory
- >3 years in strategic brand management functions, preferably business unit ownership
- >3 years commercial experience in Sales management experience is an advantage.
- >3 years of medical device and/or Biotech experience is an advantage.
- Critical to have proven learning agility i.e. succeeding and delivering results in new environments.
- Willingness to travel (80-100 days)

Location: Flexible but in Asia Pacific, preferably Singapore or Australia

CooperSurgical is an equal employment opportunity employer and strong advocate of workforce diversity. Minority/Female/Sexual Orientation/Gender Identity/Disability/Veteran