

SENIOR ACCOUNT MANAGER (SAM)

WHY WORK FOR VIRGO?



WORLD CLASS
TRAINING



COMPETITIVE
BENEFITS



EXCEPTIONAL
PEOPLE



INNOVATIVE
CAMPAIGNS



RECOGNITION
AND REWARD



AWARD
WINNING

**But above all...
we are all HUMAN!**

HEALTH COMMUNICATIONS

We work with pharma and diagnostic companies, industry bodies, health providers and patients across the world. We unearth new insights and use innovative communication techniques to create appealing campaigns, supporting our clients across brand launches, market access challenges, disease awareness, issues management and much, much more. We deliver "health with a human touch".

OUR MISSION

To raise the bar
in healthcare
communications

OUR VISION

Virgo will be regarded as THE
'must have' healthcare
communications consultancy
partner

KEY SKILLS AND BEHAVIOURS

People management • Leadership skills • Project & time management • Initiative
Excellent verbal & written communication • Financial management
Team player • Passionate commitment • Open communication
Self motivated and driven • Creatively curious • Embraces change

TRUE
TO
OURSELVES

NEVER SAY
DIE

WE
NOT I

ALWAYS
EXCEPTIONAL

PIO
NEER
ING

THE ROLE

- Develop strong consumer and trade press materials with minimal input or feedback and coach junior team to do the same
- Maintain and manage regular contact with clients, advising on necessary changes and questioning or challenging them when necessary
- Provide regular updates to the senior team including project status, team actions and budgets
- Develop detailed project plans including timelines and resourcing requirements
- Assist with budgetary control, develop estimates and accurate invoices and track costs to avoid overspending
- Provide junior team with clear and accurate briefs . Set expectations, standards, manage and motivate them to achieve their best
- Take responsibility for direct line management, conduct appraisals, 1:1 meetings and set personal development objectives
- Alert senior team of any training needs within your team or under/over capacity on accounts
- Demonstrate strategic thinking and a business mindset in the development of campaigns
- Contribute to new biz processes including proposal development and pitch attendance
- Identify opportunities for organic growth
- Contribute towards the management and delivery of wider divisional business plan