

Client Relationship Management Executive – BioPharm Insight - based in London

The Mergermarket Group is looking to hire a Client Relationship Management Executive to service the BioPharm Insight (BPI), client base throughout Europe.

Company Description:

The Mergermarket Group's products and services provide the global advisory and corporate communities with intelligence and analysis, leading to real revenues for clients. With regional head offices in London, New York and Hong Kong and journalists in locations worldwide, reliable and validated proprietary intelligence and historical data is provided via the mergermarket, dealReporter, Debtwire, Wealthmonitor, BioPharm Insight (BPI), Xtract and MergerID on-line platforms. Our clients are amongst the worlds leading legal and advisory firms, investment banks, hedge funds, private equity firms, fund managers, and corporate firms.

BioPharm Insight is the leading provider of intelligence to the biotechnology & pharmaceutical industry. We provide: detailed company profiles for over 4,400 biotech & pharmaceutical companies; listings on 36,000+ investigational & 23,000+ approved drugs; contact info for 250,000+ industry contacts (includes email & direct phone); 3,000+, easy-to-digest, licensing agreement synopses; product forecasts through 2018; and exclusive editorial intelligence. Our proprietary journalists cover the most important situations taking place in the life sciences industry. They tap leading CEOs, scientists, clinicians, lawyers, and other experts to provide forward looking insight into drug pipelines, upcoming litigation (including patent expirations), drug licensing deals, and mergers & acquisitions. To find out more please visit www.biopharminsight.com

The Mergermarket Group is an equal opportunities employer.

Job Qualifications:

A strong candidate will be educated to degree level, have experience and knowledge of the pharmaceutical sector, excellent communication skills, be self-motivated, enjoy an environment in which autonomy and an enthusiastic attitude is a must.

An ideal candidate would have **also** the following attributes:

- Outgoing personality and commercially driven;
- An interest in databases and data mining;
- Previous account management and/or group presentation experience

Job Description:

As a CRM Executive based in the London office, the candidate will be responsible for the client management and training of BPI portfolio of clients throughout Europe.

Key responsibilities include:

- Managing the existing client base whilst ensuring these clients renew their subscriptions;
- Developing and cultivating relationships at the highest levels within these accounts;
- Identifying and delivering increased revenues combined with excellent service levels;
- Providing training and guidance to the client base, through one-on-one meetings, large scale presentations and telephone calls;
- Travelling to regional bases of clients;
- Liaising with clients on the BPI helpdesk providing assistance on any issues related to the service and the database;

Applications should be sent to

Sonja Hillenbrand
Head of CRM EMEA
sonja.hillenbrand@dealreporter.com

The Mergermarket Group is fully committed to a policy of non-discrimination and to promoting equality of opportunity in employment on grounds of merit, experience, skills and aptitude in order to maximise the full potential of both existing and prospective employees.