

Position Description: Business Unit Director

Are you proactive, results-oriented, with demonstrated communication skills and a passion for learning? If so, a position at MEDUCOM is right for you!

MEDUCOM is a full-service, integrated healthcare communications agency, which conceptualizes and delivers healthcare education services, pharmaceutical marketing and medical advertising. MEDUCOM has established a leadership position as strategic consultants and communication strategists who excel at delivering quality programs and services valued by leading pharmaceutical companies and physicians.

Job Description

As a **Business Unit Director** at MEDUCOM, you will lead a multidisciplinary team focused on a variety of internal and external tasks that provide strategic direction to our clients and their brands. Leading your team in project management, guiding their professional development, and maintaining your clients' satisfaction and book of business will be at the forefront of your daily tasks. You will work diligently to uphold the team's core purposes:

- To foster **trusted relationships** through **strategic** project execution that achieves brand objectives, **elevating clients** and making their lives easier;
- To master **clinical knowledge translation**, collaborating with healthcare professionals to create custom, differentiated healthcare communications that **drive practice change** and achieve client objectives.

Primary Accountabilities

- **Grow long-term partnerships and revenue with the accounts within your book of business**
 - Provide strategic, creative and tactical direction for program/project conceptualization, development and execution
 - Elicit team leadership to fulfill all elements of ongoing and new projects according to MEDUCOM's high quality standards
 - Contribute to brand planning and proactively drive repeat business and new business opportunities within your book of business
- **Lead a multidisciplinary team by embodying MEDUCOM's growth mindset and enforcing our high quality standards**
 - Manage and develop direct reports by providing on-going performance feedback and opportunities for growth
 - Manage team capacity and productivity, and contribute to employee acquisition and retention
 - Hold team accountable to MEDUCOM's processes and Principles while establishing opportunities that support team/company growth
- **Demonstrate industry expertise to guide clients' brand development and project teams in the successful execution of projects**
 - Stay up-to-date on therapeutic area developments and coordinate with industry regulatory bodies i.e. PAAB, CFPC, etc.
 - Contribute to internal and external meetings and events to bring strategic direction to our teams and clients
- **Contribute to strategic and innovative business advancements to keep MEDUCOM on the cutting edge**
 - Contribute to business plan evolution including product/service development and corporate marketing
 - Assist in corporate strategy development, policies, procedures and resource allocation

Essential Skills & Qualifications

- A graduate degree in life sciences (i.e. biology, biochemistry, physiology, pharmacology), business or related field
- Previous experience (10 years +) in the pharmaceutical industry
- Demonstrated strategic, creative and tactical thinking capabilities

- Strong customer service skills necessary to build and maintain internal and external relationships
- Proven sales and management skills and the ability to prioritize effectively
- Polished oral and written communication skills that allow you to relate easily to a wide variety of individuals
- Energy, drive and adaptable, 'can-do' attitude along with perseverance and patience to see initiatives through to completion
- A thorough and intuitive understanding of pharmaceutical & biotech industry standards
- Capacity to play an integral role in the leadership and management of multiple programs
- Exceptional research, writing & editorial skills
- Proven ability to integrate AI and new technology for continuous improvement

What can you expect from MEDUCOM?

- An enthusiastic and dynamic culture, with flexibility that supports work-life harmony
- A commitment to mentorship that fosters professional development and career growth
- Empowerment to be a decision-maker, and make a significant impact within a nimble organization

To learn more about MEDUCOM, please visit www.meducom.ca. If you possess the above qualifications, and can demonstrate a proven track record of success, leadership and commitment to excellence, please submit your cover letter and resume to info@meducom.ca. *Only those selected for an interview will be contacted.* Salary band: CA\$130,000.00-CA\$150,000.00 per year