



Example of Academic Manager Job Description

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Our innovative and growing company is searching for experienced candidates for the position of academic manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for academic manager

- You are responsible for customer loyalty and customer satisfaction
- Develop a sales strategy/plan for the key accounts to differentiate position and protect Life Sciences business, towards a sustainable competitive advantage
- Identify progress and manage major contract negotiations and renewal of business opportunities, plus assist in effective management of the tender process working to improve the professionalism of our company responses and ultimately improve our conversion rate of awards
- Foster long-term business relationships and, where appropriate and approved drive collaborative projects with key individuals or groups within these key accounts and our marketing / R&D teams
- Maintain a high level of technical and commercial competence on relevant Life Sciences products, techniques and applications to support the scientific positioning in line with our company strategy
- Assist and advise the Life Science Sales Leader on all aspects of the allocated key account management, highlighting opportunities and risks by maintaining an awareness of competitor activities / developments and ensure that this information is made available to the organization
- Organize / support the sales and marketing organisation at exhibitions, focus panels, conferences, Develop and maintain good communications with key scientific opinion and relevant business leader
- Independently and in collaboration with human resources managers, guide faculty supervisors in the interpretation and implementation of human

- Work with the Director of Baxter Laboratory and the department DFA regarding resources to support faculty activities and interests

Qualifications for academic manager

- You understand the common challenges faced by healthcare providers and administrators and have experience bringing about mutually beneficial solutions
- You have the ability to juggle multiple partner interactions and deadlines simultaneously and the versatility to collaborate with individuals at all levels and across various functions within academic medical centers
- You have exceptional written and communication skills and experience owning high profile relationships
- You have the agility and communication skills to collaborate with cross-functional internal teams, including business development, engineering, delivery and product management
- You must have a clear, logical communication approach, have an engaging and personable attitude, be comfortable in discussions with senior leadership, be detail-oriented, proactive, self-motivated, and self-directed
- Strong knowledge and capabilities in project and/or program management and implementation