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# Example of Clinical Account Manager Job Description

Our company is hiring for a clinical account manager. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for clinical account manager

* Participate in the development and management of customized clinical business plans appropriate for each client, including the evaluation of current client program and restrictions (prior authorization, quantity limits, age limits) to determine appropriate utilization of drug therapy
* Consult with clients to develop and implement appropriate clinical interventions and claim adjudication edits
* Participate in the development of disease state management modules by interfacing with company partners to improve array of marketable products
* Satisfactorily support your assigned Medical Management Teams by providing expert pharmacy consulting services
* Develop a clear understanding of how to support Medical Management's goals and objectives
* Provide strategic pharmacy management options to control cost
* Analyze pharmacy utilization in order to provide the Medical Management Team with consultative solutions
* The sale of all products within the Clinical Diagnostics Division
* The design and successful implementation of a sales management plan
* Exceeding customers needs and expectations in his/her defined territory

## Qualifications for clinical account manager

* Technical knowledge and domain knowledge of the clinical research community (profit and not for profit)
* Industry/Application expertise
* Bachelor of Pharmacy required
* 3 years or more of pharmacy benefit experience in a clinical consultative role
* Experience with consultative pharmacy management methodologies
* DNA of ownership, accountability and responsibility