



# Example of Executive Leader Job Description

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Our company is looking to fill the role of executive leader. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for executive leader

- Helps assigned Account Executives appropriate Aon resources to support retention and sales efforts and to assist clients in unusual circumstances such as large claims
- Drives and monitors assigned Account Executives implementation of the entire Client Promise cycle
- Ensures assigned AEs consistently adhere to the Client Promise Standards for key tasks and deliverables to clients, including Client Promise Plans, Client Promise Review/ Stewardships, Renewal Strategy Meetings and Renewal Proposals
- Assists assigned AEs with strategy and negotiation of client fees, ensuring Aon's value is clearly communicated as the driver of fee-setting
- Work across a highly matrix organization (sales, marketing, technology and supply chain) and ensure collaboration and teamwork in delivering a quality product to our customers Determine what geographies we should operate in and identify and build a network of partners within these geography Develop terms and conditions, training specific to this product line, pricing, margin and EHS for the program to be deployed to the partners, including segmenting based on expertise
- Be responsible developing and implementing a monitoring program to ensure quality and compliance, undertake the necessary corrective and preventive actions resulting from Quality noncompliance monitoring and audit programs Anticipate and identify the long-term needs and opportunities for the business in order to create significant market power and sustainable competitive advantage Identify growth opportunities via

- Work with sales / services teams and define the best path to market for proposed product solutions and be able to implement change as necessary
- Align sales force around the go to market strategy
- Engage on NPI programs and drive NPI execution for delivering on time and on budget Be accountable for talent development and succession planning
- Design and implement the strategy for the organization lead / coach / mentor and inspire direct reports, mediate conflicts, and conduct annual appraisals salary / action plan

## Qualifications for executive leader

- Knowledge of diagnostics development is preferred
- Significant regulatory expertise
- Prior experience in Business Development is preferred
- Extensive experience with planning and execution of strategies for drug product registration and commercialization/life cycle management
- Proven ability to collaborate and work effectively with alliance management and partners
- Experience directly managing project managers and project teams