



Account Executive – Pharma/Biotech

Company Description:

Wilson Dow is a full-service creative production agency celebrating 28 years of connecting leading brands with their key audiences in live, virtual, and hybrid settings. A privately-owned agency, headquartered in Chicago with a presence on the east and west coasts, our team is a collection of strategists, creatives, writers, instructional designers, artists, directors, producers, , etc. – hailing from the highest ranks in business, production, and experiential learning – whose passions are driven by engaging, uniting and activating audiences through *The Power of Live*™. www.wilsondow.com

Our experience with launching new products and indications to a field sales force across virtually every therapeutic area is unparalleled. Supporting product marketing, sales and training leaders throughout the year to engage and inspire via experiential learning, national sales meetings, POA's, and communication plans are the cornerstones of our offering.

Role Description:

The Account Executive (AE) role is a critical component of our success at Wilson Dow. Working closely with current clients, potential prospects, and our full internal support team, the AE is involved at the day-to-day project level as a co-captain with the Executive Producer (EP) to manage client relations & outcomes and support the agency team as needed.

Reports to: Pat Schreiner – CMO

Responsibilities:

The Account Executive serves as the Wilson Dow point of contact to the client and the advocate for each project in partnership with the Producer and Creative Director. Responsibilities include business development within the **pharmaceutical/biotech vertical**, building new client relationships, overseeing proposal development, participation in client-facing and internal project team meetings, management of team & client expectations, and overall account management.

Requirements:

- Bachelor's Degree minimum
- Minimum of 5 years within or adjacent to pharmaceutical/biotech industry
- Deep knowledge of the pharma/bio space
- Passion for client service & proven track record of sales performance
- Deals well with ambiguity, timelines, and attention to detail
- Strong communicator and listener – ability to convey client needs to team

Personal Requirements:

- Interested in joining a creative agency, leveraging current network and knowledge in pharma
- Confident presenter
- Collaborative, team player
- Expert networking capabilities with existing connections in the pharma/biotech space
- Ability to cope with pressure and work to tight deadlines

Compensation: Salary commensurate with experience. Total compensation includes salary plus commission, with potential for \$225k+ annually.

Benefits: Wilson Dow offers a comprehensive benefits package including medical, dental and vision insurance, disability and life insurance, 401(K) Plan with a company contribution, paid time off, and discretionary annual bonus.

Travel: Nationally, and potentially/occasionally globally.

Location: While a Chicago-based candidate is preferred, we are open to location for the right candidate. For all Chicago-based employees, Wilson Dow has a 3-day in office policy.

Wilson Dow is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.