



Account Executive

Company Description:

Wilson Dow is a full-service creative production agency with 30 years of experience connecting leading pharmaceutical and biotech brands with their audiences through live, virtual, and hybrid experiences. Headquartered in Chicago with teams across the U.S., we bring together strategists, creatives, and producers to engage, unite, and activate audiences through The Power of Live™. www.wilsondow.com

Our experience launching new products/indications to field sales forces across virtually every therapeutic area within the healthcare industry, is unparalleled. Supporting product marketing, sales and training leaders to engage and inspire their audiences via experiential learning, national sales meetings, POA's, and communication plans are the cornerstones of our offering.

Reports to: Martha Dinsmore – Director Account Services- Healthcare

Key Responsibilities:

The Account Executive (AE) role is a critical component of our success at Wilson Dow, serving as the point of contact to the client and project advocate in partnership with the Producer and Creative Director. Working closely with current clients, future prospects, and internal support teams, 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 while supporting the internal project team.

- Serve as primary client contact and trusted advisor
- Lead and support proposal development and pitch processes
- Manage client expectations, timelines, and overall account health
- Identify and drive business development opportunities within pharma/biotech
- Participate in client-facing and internal team meetings
- Advocate for both client needs and internal team success

Requirements:

- Bachelor's degree required
 - Knowledge of the pharmaceutical/biotech landscape
 - Proven success in client service and/or sales
 - Excellent communication and stakeholder management skills
 - Ability to manage multiple projects in a fast-paced environment
 - Strong attention to detail and comfort navigating ambiguity
- Experience in or adjacent to the pharmaceutical/biotech industry preferred

What You Bring:

- Interest in working within a creative agency environment
- Strong presentation and storytelling skills
- Collaborative, team-oriented mindset
- Ability to perform under pressure and meet tight deadlines
- Willingness to travel for client meetings and live events

Compensation: Salary plus Commission. Commensurate with experience. 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.