

Manager Senior Manager Strategy & Operations Growth & Revenue

Description

The Role: Manager/Senior Manager, Strategy & Operations, Bio Pharma Growth
BlinkRx is seeking a courageous leader and builder who will be responsible for growing our pharma business. This individual will have P&L responsibility for a set of accounts across the revenue funnel. This role is a part of the Growth & Revenue function which is focussed on new client acquisition, driving success with existing clients, and building tools to power future scalability and innovation. You will be involved in all aspects of Growth Strategy & Operations and will report to our SVP and Head of Biopharma Growth. Responsibilities: Specifically, you will: Have P&L accountability for a set of accounts across the revenue funnel Drive revenue by operationally supporting the Growth team throughout the end-to-end client acquisition cycle Build the playbook for strengthening pharma partnerships and driving growth with existing clients Design and implement growth initiatives for increasing awareness and driving loyalty Work with the analytics and insights team to design and disseminate reports to improve data visibility across the company Work and collaborate closely with the Senior Leaders across multiple functions at the company on high-visibility initiatives for the business, both internal and external. A successful applicant will fit the following criteria: 4+ years of experience working on cross functional projects in a consulting environment, tech company in strategy & operations or a startup environment Strong analytical skills Experience working in pharma/life sciences industry is preferred You hold yourself to an extremely high bar and have strong execution skills You are comfortable owning multiple competing projects at once, and are able to work cross-functionally with a variety of stakeholders You are action oriented and thrive in a fast paced environment owning multiple initiatives You are a very fast learner and are capable of distilling complex concepts into simple descriptions or explanations You have strong attention to detail and can establish thorough project plans and deliver against committed timelines You are an innovate and creative problem solver and are solution oriented MBA or background in strategic consulting is preferred Please mention the word ****ATTRACTION**** and tag `RMzQuMTQ1LjI0MC4xMDY=` when applying to show you read the job post completely (`#RMzQuMTQ1LjI0MC4xMDY=`). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

Contacts

Job listing via RemoteOK.com

Hiring organization

Blink Health

Job Location

New York City, New York, United States

Base Salary

\$ 77500 - \$ 117500

Date posted

May 31, 2024

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