



MDCalc is the #1 medical reference for clinical decision tools and content used by over 1.75 million HCPs globally, including more than 65% of US physicians, every month. Since 2005, MDCalc has been an essential part of the HCP's workflow at point-of-care to achieve better patient outcomes. Our evidence-based tools and clinical content written by physician experts support 50+ specialties and cover 200+ patient conditions, and we have a growing global presence with users in over 200 countries and territories.

Job Opening: Senior Account Executive

MDCalc is seeking a **full-time Senior Account Executive** to promote our advertising offerings aimed at healthcare professionals (HCPs) to agencies that handle pharmaceutical and other healthcare-focused campaigns.

Working from our office in Flatiron, NYC and reporting to the CEO, the **Senior Account Executive** will work to:

- Identify new business opportunities and generate a sales pipeline
- Assist in prioritizing strategic targets and researching new/existing accounts
- Work with physician team to gain a strong understanding of client brands/therapeutic areas
- Create custom pitches and sales materials to connect MDCalc offerings with client brand needs
- Conduct conversations and build strong relationships with client stakeholders
- Help to increase MDCalc's visibility in marketplace

What we are looking for:

- Minimum 2-3 years of sales experience, ideally digital media and in the healthcare/ pharma vertical
- Track record in generating qualified leads and achieving/exceeding sales goals
- Experience cultivating lasting relationships with key influencers and decision-makers
- Strong ability to present to and interacting with senior management of prospect organizations
- Creative and strategic thinking skills
- Must be able to work independently, under pressure and within deadlines

What we can offer you:

- Competitive base plus commission
- Make a difference working with a small and nimble team poised to change healthcare for the better
- Get some skin the game with a potential for commission, profit sharing and ownership in the company
- Have your voice heard and make an impact by being a trusted advisor to the leadership team
- Work directly with practicing MDs while learning more about the evolving healthcare landscape
- Enjoy perks such as educational credit, team lunches, milestone celebrations and more

Note that MDCalc is an **established start-up with an entrepreneurial environment**, so candidates should be prepared to be in a position to make a significant contribution to the company. The ideal candidate is a self-starter who can own a task, sustain motivation, and follow through to achieve results.

If you think you would be a good fit for the MDCalc team, please submit **your resume, a cover letter highlighting relevant experience** to Caroline Altman (caroline@mdcalc.com)