



KeyOps Inc.
Nucleus at MaRS Waterfront - Waterfront Innovation Centre
Suite 200 Box-87 155 Queens Quay E
Toronto, ON M5A 0W4

Job Description: Account Executive - US Pharmaceutical Accounts

About KeyOps

We are an early-stage health tech company. Our vision is to advance patient care by improving the information exchange between healthcare practitioners and life sciences companies. At KeyOps, we access untapped insights from healthcare professionals using state-of-the-art software solutions. For our life sciences partners, we are the catalyst that drives digital transformation from traditional market research to an ecosystem where healthcare practitioners and life sciences companies collaborate.

How we work together

At KeyOps, we are human first. This means having an enjoyable, vibrant work environment where your skills and experiences are valued. We embrace the power of diversity within our team and in our network of healthcare practitioners. You are empowered with autonomous decision-making and encouraged to dig deep and ask 'why'. We encourage experimentation, learning and growth. KeyOps is a hybrid working environment where you have the flexibility to decide where you are most productive.

What we are looking for

We are looking for an Account Executive to help us acquire new relationships with the commercial teams of US based pharmaceutical companies. Our headquarters is located in Toronto, Ontario, but this position is open to remote work options within North America.

What you will do:

- Customer focus: develop and nurture key customer relationships with the commercial teams of Pharmaceutical companies.
- Sales Process: Own the end-to-end sales process, lead product demonstrations, prepare formal proposals and work with management on contract negotiations. Generate revenue by closing sales and achieving annual quotas within an assigned territory/target market.
- Cross-team collaboration: work collaboratively across product, marketing and customer success to ensure strong alignment and a one-team mindset.
- Operations: be a champion of the sales tech stack and drive usage to ensure full visibility into sales metrics.

What you bring:

- 3-5 years of sales experience in selling B2B SaaS solutions to Pharmaceutical commercial teams
- Successful track record of achieving or exceeding sales targets
- Excellent communication skills with both external customers and internal teams
- Highly skilled in delivering a compelling sales pitch, listening to your customers pain points, and effectively communicating value propositions to audiences of all levels
- Ability to demonstrate software to various audiences in an easy-to-understand way
- Working knowledge of the MEDDPICC sales methodology



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- Data-driven approach: maintain high CRM standards to track sales performance and identify improvement areas.
- Working knowledge of ARR, ACV, LTV, and Churn KPIs

If this resonates with you and want to join the digital transformation of the life science industry, apply today by emailing pdoulas@keyops.io