



Account Executive

What You'll Do:

As the Account Executive, you will be:

- Managing client contract renewal and retention processes while maintaining a focus on obtaining multiple- year agreements, maintaining profitability, and exceeding client service expectations. Participating and help preparing finalist sales presentations when necessary.
- Effectively managing and coordinating the client implementation process across various internal and external parties.
- Developing and maintaining relationships with new and existing clients, brokers, third-party administrators, and consultants. Must demonstrate a clear understanding of client trends and strategic plan development. The AE will be expected to present recommendations to internal leadership based on trend data from renewal processes and other client interactions.
- Prioritizing consistent on-site, or virtual, client meetings to review plan trends, respond to client feedback, and relay new market information when applicable.
- Providing guidance and leadership to Account Management team members to support daily activities and prompt client responses. Help to provide support and assistance to other internal departments in order to deliver the best client experience at all times.
- Acting as an external-facing representative of Serve You Rx to clients through presentations, meetings, and in other direct client engagements.
- Following and acting in accordance with all internal policies and procedures. Understanding applicable federal and state laws, regulations, and compliance requirements.
- Demonstrating the ability to support system functionality, project management, as well as ad-hoc analysis of client data.
- Collaborating with Clinical Account Executives on the annual plan renewal analysis process in order to successfully upsell clinical programs.
- Performing other duties and projects as assigned.

Qualifications:

- Maintain a valid driver's license and personal insurance liability coverage, as required
- Bachelor's Degree or equivalent work experience
- 5+ years of PBM Client Relationship Management or PBM Account Management experience
- Experience with clinical/operational project coordination in support of PBM clients
- Prior experience in contractual negotiations
- Experience with public speaking and presentation skills



Why Serve You Rx?

Serve You Rx is a full-service pharmacy solutions provider based in Milwaukee, Wisconsin. We specialize in pharmacy benefit management, mail order services, and specialty medication management. For more than 35 years, Serve You Rx has been collaborating with benefit advisors, third-party administrators, and employers to design and deliver strategies that reduce prescription drug costs and improve consumer access to affordable and clinically appropriate medication therapies. Serve You Rx is privately held, and our owned assets include our Specialty Pharmacy, mail order pharmacy, and member services call center. In addition to the great workplace culture, Serve You Rx offers generous benefits to include: medical, dental, vision, 401k, HSA, identity theft, and pet insurance, 18 days of paid time off in your first year. If working on site, we offer a newly remodeled and clean facility, easy on/off freeway access, plenty of free surface parking directly outside our facility doors, scenic walking trails, a wide variety of restaurants and shopping nearby, and food trucks in the park when weather permits.

Qualified applicants are encouraged to apply! Send your cover letter, resume and salary requirements to hr@serveyourx.com