**Strategic Accounts Director- Fertility America’s**

**CooperSurgical Inc.**

**East Coast**

**Scope:**

This role of Director, Strategic Accounts, is responsible for Strategic Account Management in the America’s by leading and executing strategic initiatives to drive revenue growth and strengthen relationships with key accounts across the region. This role requires a strategic thinker with a proven track record of developing, implementing and driving successful account management strategies in collaboration with cross functional teams in a matrix environment.

**About CooperSurgical**

CooperSurgical is a leading fertility and women's healthcare company dedicated to putting time on the side of women, babies, and families at the healthcare moments that matter most in life. CooperSurgical is at the forefront of delivering innovative assisted reproductive technology and genomic solutions that enhance the work of ART professionals to the benefit of families. We currently offer over 600 clinically relevant medical devices to women's healthcare providers, including testing and treatment options.

CooperSurgical is a wholly-owned subsidiary of CooperCompanies (Nasdaq: COO). CooperSurgical, headquartered in Trumbull, CT, produces and markets a wide array of products and services for use by women's health care clinicians. More information can be found at [www.coopersurgical.com](http://www.coopersurgical.com/).

**Job Summary:**

As the Director of Strategic Accounts, you will play a pivotal role in driving customer engagement, loyalty, and revenue growth by effectively communicating and delivering the value proposition of our products and services to key clients.

**Essential Functions & Accountabilities:**

* Drive CooperSurgical value proposition for SA’s in the Amercia’s aimed at moving from transactional sales to solution-based strategic collaborations.
* Develop and execute strategic account plans for defined accounts (6-10) to achieve revenue targets and business objectives.
* Build and maintain strong relationships with key stakeholders, including C-level executives, decision-makers, and influencers.
* Identify growth opportunities and develop innovative solutions to meet customer needs.
* Collaborate with and lead cross-functional teams, including regional sales directors, marketing, product management, and customer support, to deliver value-added and custom solutions and services.
* Contributes towards the global Strategic Account Management strategy.
* Identify and implement best practices and ensure knowledge exchange in Key Account Management across the America’s Region.

**Travel:**

Willingness to travel (75-90 days)

**Qualifications**

**Knowledge, Skills and Abilities:**

* Proven track record of success in commercial leadership, strategic account management, Corporate Accounts Management or Executive Management.
* Deep understanding of strategic account management principles, methodologies, and best practices.
* Strong leadership skills, with the ability to inspire and motivate and manage team members in a matrix environment to achieve goals and objectives.
* Excellent communication, negotiation, and interpersonal skills, with the ability to build rapport and credibility with clients and internal stakeholders.
* Analytical mindset with the ability to analyze complex data, draw actionable insights, and make data-driven decisions.
* Demonstrated experience with CRM related digital tools
* Results-oriented with a strong focus on customer satisfaction, revenue growth, and business outcomes.
* Ability to thrive in a fast-paced, dynamic environment and manage multiple priorities effectively.
* Critical to have proven learning agility i.e. succeeding and delivering results in new environments.

**Work Environment:**

* Remote

**Experience:**

* 10+ years commercial sales, business development or business management experience
* 5+ years Strategic/Corporate Account Management experience is mandatory.
* 3+ years commercial leadership is an advantage.
* Fertility, Medical device or Biotech industry experience is an advantage.

**Education:**

* Bachelor’s degree in science or business or related field
* MBA or advanced degree preferred.

**Language:**

* English

As an employee of CooperSurgical, you'll receive an outstanding total compensation plan. As we believe your compensation goes beyond your paycheck, we offer a great compensation package, medical coverage, 401(k), parental leave, fertility benefits, paid time off for vacation, personal, sick and holidays, and multiple other perks and benefits. Please visit us at www.coopersurgical.com to learn more about CooperSurgical and the benefits of becoming a member of our team.

To all agencies: Please, no phone calls or emails to any employee of CooperSurgical about this opening. All resumes submitted by search firms/employment agencies to any employee at CooperSurgical via-email, the internet or in any form and/or method will be deemed the sole property of CooperSurgical, unless such search firms/employment agencies were engaged by CooperSurgical for this position and a valid agreement with CooperSurgical is in place. In the event a candidate who was submitted outside of the CooperSurgical agency engagement process is hired, no fee or payment of any kind will be paid.

We are committed to equal employment opportunity regardless of race, color, ancestry, religion, sex, national origin, sexual orientation, age, citizenship, marital status, disability, gender, gender identity or expression, or veteran status. We are proud to be an equal opportunity workplace.

For U.S. locations that require disclosure of compensation, the starting base pay for this role is between $140,000 - $190,000. The actual base pay includes many factors, and is subject to change and modification in the future. This position may also be eligible for other types of compensation and benefits.