



SENIOR VICE PRESIDENT NEW YORK

KYNE is an award-winning specialty health communications agency dedicated to helping improve and save lives. We were founded on the belief that communication is a powerful health intervention. Our team is passionate and committed, with deep experience working across sectors to make real differences in health. We love what we do, we live what we do, and we truly believe in what we do.

Reporting to Executive Vice President, the Senior Vice President will serve as client relationship manager across key engagements for the business and will also support development of the overall strategic direction of the company as part of the company's management team.

The primary focus for this role is to lead global and US multi-faceted communications work with a large pharmaceutical client in the area of oncology. Key programmatic elements include US and EU health authority approvals and launches of oncology pipeline products, franchise thought leadership, internal communications, social media, disease education and advocacy programming. We are looking for someone with experience across this full spectrum of functional expertise from science and data to creative programming, who can lead a team to deliver results, serve as a valued client counselor and growth driver for organic and new business opportunities.

Based in New York, this is an exciting opportunity to join a fast-paced, growing global company.

KEY RESPONSIBILITIES:

Client Service / Relationship Management

- Serves as senior client relationship manager for at minimum one major client engagement for the firm, serving as strategic counsel lead and managing overall strategy across the piece of business
- Responsible for budget forecasting, overall team composition, contracts, client reviews, annual planning, issues resolution, etc.
- Sought out by clients for advice / counsel, external perspective and coaching
- Serves as facilitator for client workshops and events, including speaker training sessions, multi-stakeholder convening initiatives, internal messaging workshops, etc.
- Assesses accounts on an ongoing basis for their strategic alignment to the agency's mission

Business Development

- Partners with Senior Leadership Team to develop overall agency strategy and provides input to annual company goals
- Drives new business growth through cultivation of new client relationships and exploration of organic business growth



- Continuously drives recommendations on areas to explore for new business potential or company growth opportunities
- Flawlessly executes on new business proposals and presentations
- Possesses financial acumen and can appropriately advise on utilization/billability targets, account profitability, etc.

Initiative & Flexibility

- Must embrace and value change and be driven to evolve to meet new opportunities
- Drives creative solutions and presents new opportunities to improve the firm's performance and competitive advantage / differentiation

Effective Communication

- Identifies gaps in team communication (internal and external) and proactively proposes solutions to address
- Leads internal communication efforts for agreed upon areas of responsibility
- Provides direct and constructive feedback to leadership team and junior team members/direct reports, leading them in development of fundamental skill sets (writing, research, logistics, etc.)

Teamwork & Leadership

- Shares core areas of expertise with internal team and as thought leader in broader community
- Responsible for oversight of staff engagement and productivity for direct reports; includes assessing hiring needs / recommendations, ongoing evaluation of staff climate, championing staff development and growth, advising on issues / course correction as necessary

EDUCATION & EXPERIENCE:

- Bachelor's degree, preferably in communications, marketing, business or related health / science field
- 10+ years of communications experience or relevant experience in related field (e.g., marketing, advocacy or health/science role dealing with public and private sector entities in global and/or domestic health) or relevant expertise in health sector (e.g., global public health organization, pharma, biotech); experience in oncology welcomed but not a requirement
- Experience managing, coaching and mentoring a team of direct reports
- Proven ability to motivate and lead large cross functional internal teams to excellence
- Ability to consistently and proactively contribute to development of strategic goals and growth of the firm; contributes to thought leadership activities for the company
- Consistent positive performance feedback across all internal teams and from clients
- Demonstrated track record winning new business and organically growing existing accounts



- Demonstrated ability to staff business effectively and to identify, grow and retain top talent
- Demonstrates keen critical thinking skills
- Proven managerial acumen
- Excellent problem solver and negotiation skills
- High emotional intelligence, strong leadership presence and keen understanding of the company's missions and value
- Handles conflict swiftly and appropriately
- Team player; ability to work cooperatively across teams
- Delivers and accepts feedback across all levels of the organization
- Has earned respect (internally and externally) and has a strong leadership presence
- Superb internal and external communication skills (verbal, written, listening)
- Confident and compelling style in communicating with clients, teams and external stakeholders
- Superb client relationship management skills
- Positive, professional and flexible attitude that lends itself to quality client service
- Proven track record managing resources and budgets for large-scale client engagements
- Experience with media relations strategy and social media landscape; track record of delivering high quality and measurable results
- Demonstrates keen critical thinking skills and proactivity
- Recognized project management aptitude
- Strong client presentation skills
- Innovative thinker and creative problem solver
- Shows an entrepreneurial spirit
- Strong attention to detail
- Able to multi-task
- Passionate about improving lives through innovations in health
- Thorough understanding of current issues in domestic and global health and ability to translate into meaningful guidance/counsel for internal teams and clients

KYNE is an equal opportunity employer and does not discriminate against employees or qualified job applicants on the basis of actual or perceived race, religion, creed, color, sex, pregnancy, age, national origin, ancestry, ethnicity, citizenship, disability, genetic information, veteran status, marital status, familial status, sexual orientation, gender expression or identity status as a victim of domestic violence, stalking and sex offenses, or any other status protected by applicable federal, state or local law.