

Job Title: Chief Growth Business Officer

Location: Remote, East Coast & Mid West candidates only

Company: PharmaForceIQ Inc.

Job Type: Full-time, Exempt

About Us:

We are a team of marketing strategists, digital innovators, life science leaders, and other professionals who are driving growth, pushing the envelope, and going above and beyond on behalf of our clients every day.

PharmaForceIQ is a real-time customer engagement platform built specifically for life sciences. We empower leaders across functions and brands with a faster, more effective way to engage healthcare professionals and patients. By streamlining real-time optichannel execution, leveraging AI, and focusing on measurable impact, we are driving a paradigm shift from sluggish, siloed customer engagement efforts to agile, data-driven strategies that deliver unmatched efficiency and tangible results.

Position Overview:

We are seeking an experienced Chief Growth Officer with a minimum of 10-15 years of progressive experience in senior executive leadership roles (VP of Sales/Marketing, CRO, or CGO) . The ideal candidate will be responsible for the end to end revenue ecosystem, unifying sales, marketing, and business development into a single cohesive growth engine. This role requires someone who is a seasoned veteran with a deep bench of pharma relationships and a proven track record of scaling healthcare-focused technology.You will lead the charge in defining our market positioning, capture new market share and ensuring PFIQ remains at the forefront of pharma innovation. The CGO will report to the Chief Executive Officer

Key Responsibilities:

1. Strategic Growth & Revenue Leadership
 - a. Design and implement a comprehensive growth roadmap that integrates sales, marketing, and product-market fit to achieve aggressive annual revenue targets.
 - b. Identify, prioritize, and penetrate new market segments, including emerging biotech, large-cap pharma, and international territories.
 - c. Own the growth budget, ensuring high ROI on marketing spend and optimizing the sales cost-of-acquisition (CAC) relative to lifetime value (LTV).
2. Sales & Business Development Excellence
 - a. Lead the global sales organization, implementing rigorous pipeline management, forecasting accuracy, and modern sales methodologies.

- b. Personally engage with stakeholders at pharmaceutical & other companies to secure marquee partnerships and enterprise-level contracts.
 - c. Develop and nurture strategic alliances across the industry to create indirect lead-generation channels.
3. Marketing & Brand Authority
 - a. Elevate PharmaForceIQ's brand voice to be recognized as a thought leader in the pharmaceutical commercialization space.
 - b. Oversee digital marketing, content strategy, and event presence to ensure a consistent flow of high-quality inbound leads.
 - c. Collaborate with the Product team to ensure features and value propositions are perfectly aligned with the evolving needs of the pharma, life science markets.
4. Leadership & Culture
 - a. Mentor and scale a high-performing team of sales and marketing professionals, fostering a culture of accountability, creativity, and data-driven decision-making.
 - b. Act as the "voice of the customer" internally, ensuring that client feedback directly impacts the product roadmap and operational delivery.

Qualifications:

- Minimum of 10-15 years of progressive experience in senior executive leadership with a proven track record in strategic planning and execution.
- Bachelor's degree in Marketing, Sales or Life Science; a Master's degree or above is highly preferred.
- A deep understanding of the pharma landscape, including drug commercialization, regulatory environments, and the digital transformation of healthcare.
- You don't just follow a playbook; you build it. You thrive on creating systems and processes that enable repeatable, scalable growth.
- Ability to thrive in a fast-paced, dynamic environment and manage multiple projects simultaneously.

Prerequisites:

- Proficiency in Microsoft Excel and PowerPoint, and Google Suite (Docs, Sheets, Slides).
- A proven track record selling into pharmaceutical and biotech marketing organizations, including omnichannel, brand, or digital marketing leaders
- Domain exposure to oncology, rare disease, or specialty therapies is a strong plus

Why Join Us?

- Enjoy the flexibility of a fully remote work environment.
- Competitive base salary. Actual base pay will depend on varying circumstances, including the position, location, individual qualifications, market finances, and other operational business needs.
- Comprehensive health and wellness benefits package.
- A collaborative and growing workforce.

At PharmaForceIQ Inc. we value our employees and offer a generous benefits package that includes: Medical, Dental, Vision, Short Term Disability and the option to Buy-Up, Long Term Disability, Basic Term Life Insurance, Additional Term Life, Voluntary Insurance: Accident, Legal Plan, AD&D, Critical Illness and Hospital Indemnity Insurance, Unlimited Paid Time Off, Flexible Spending Account & Dependent Flexible Spending Account, 401k, and Company Match, 6 Paid Company Holidays, and Employee Assistance Program for all employees, Applicants must be at least 18 years old to apply. PharmaForceIQ Inc. is an equal-opportunity employer. We value a culture of inclusion and diversity within our workforce and are committed to maintaining a workplace free from prohibited employment conduct, including discrimination or harassment based on race (including hairstyle/texture), color, national origin, sex (including pregnancy and related conditions), age (40 and over), religion, disability, genetic information (including family medical history), sexual orientation, gender identity or expression, marital status, domestic partner status, civil partnership, status as a covered veteran, status in the Uniformed Services of the United States, citizenship and any other characteristic protected by State and Federal law.