





Vice President Business Development Integrated Discovery & Development, USA

Ref: PSL4108

West Coast - San Diego / San Francisco / Los Angeles area

Attractive Salary

Commensurate with experience

-  **Are you an outstanding business developer and relationship builder?**
-  **Do you have the ability and drive to create your own business opportunities?**
-  **Do you have the passion, enthusiasm and talent to create your own success?**
-  **Does your ambition match that of a rapidly growing and highly entrepreneurial business?**

Our client is a knowledge-based, science-led business providing a wide range of innovative and integrated solutions to clients in the pharmaceutical, biotechnology, food, environmental, agrochemical, petrochemical, chemical and consumer products sectors; a business that has enjoyed tremendous success, providing integrated, high quality drug discovery, development and analytical services to the life science sector.

Formed as a result of targeted acquisition and organic growth, the Company has the in-house expertise and resource to support customers with projects spanning from target discovery to the clinic, adding value and IP throughout the discovery pathway.

With a track record of delivering knowledge-based, science-led solutions, the Company employs over 700 FTEs, including more than 500 highly skilled, experienced scientists, supporting its global client base from 10 state of the art laboratory facilities. They have worked with all of the top 10 pharma and biotech companies, and are targeting revenues exceeding \$60m in 2017. Having experienced rapid growth, the Company remains focused on problem solving, quality, collaboration, and flexibility in 2 key divisions:

-  Integrated Discovery and Development services
-  Analytical services

As **Vice President Business Development, USA** you will play a critical role in establishing, developing and growing the business and the Company profile in North America.

Reporting to the **Chief Commercial Officer**, you will be a key member of the global BD team. Critical to your success will be your ability to develop and expand new business opportunities within established and new clients within USA, particularly big Pharma, mid Pharma, BioPharma, Biotech and CROs. You will oversee the sales process and coordinate with other business leaders and subject matter experts to ensure client satisfaction. Your success will be measured by the development of new business and also the increase in repeat business from existing customers.

The **Vice President Business Development, USA** will develop outstanding customer relationships, build brand value and work closely with other members of the business to deliver sales and ensure the continued delivery of services that exceed customer expectations. You will bring a successful track record of success within sales and Business Development, significant experience and an in-depth understanding of integrated discovery and development services and solutions, combined with outstanding communication skills and cultural awareness.

This is a unique opportunity to join a highly entrepreneurial and successful business.

You will be encouraged to think and work creatively and to bring novel solutions to many long standing challenges within drug discovery and development.

Every day will be different; will bring fresh challenges and the opportunity to make a personal contribution to the growth of the business.

Business growth and success will be mirrored by your own personal and professional growth within this career shaping role.

If you are interested in this role, please visit our website www.pharma-search.co.uk or telephone Dr Grant Coren in strictest confidence on +44 1442 345 340. Alternatively, please send your CV to grant@pharma-search.co.uk.