

Director Business Development and Client Partnerships

Ref: PSL4035

Package

Attractive Salary

Join a highly entrepreneurial business in a critical role as they seek to bring an innovative approach to clinical trial patient recruitment with the development of a unique search engine, platform and methodology.

Their goal is to **Find, Inform and Qualify** patients for clinical trials.

The mission is to break down the traditional but unnecessary barriers that exist to allow a greater understanding of clinical trials and full access to information by:

- Free access to information for all
- The development of a global database of all Clinical Trials
- Information that is readily accessible and easy to locate
- Information presented in a way that is understandable to all
- Reaching out to those formerly unaware of clinical trials with full information
- The ability to search for therapeutically relevant trials
- The ability to search for relevant trials by location and geography
- Selection criteria that are simple, clear and which can be accessed in a timely manner
- Full and complete confidentiality

You will report to the VP Sales & Business Development and play a key role in the commercial direction of the business, with responsibility for the sales, business development and account management.

You will need to have a strong background and understanding in clinical operations along with a highly pro-active and creative approach towards business development and a successful career to date.

You will be responsible for the identification, procurement and management of new business opportunities managing both new and existing clients, with responsibility for the full sales cycle. You will be responsible for working closely with both the commercial and operational teams to provide outstanding service to clients within the Pharma, Biotech and CRO sectors.

You will enjoy a high level of autonomy, decision making responsibility and be expected to possess excellent communication skills. This is an exciting opportunity to join a highly innovative business, where the career prospects are exceptional and where there will be a tremendous opportunity to make an impact, both internally and within the sector.

*For further information or a discussion in complete confidence, please contact Dr Grant Coren,
Pharma-Search Ltd - grant@pharma-search.co.uk, telephone: + 44 (0) 1442 345 340.*