

Franchise Director, Asia Pacific

Ref: PSL4037b

Asia Pacific/UK

Attractive Salary

Commensurate with experience

Do you have a strong clinical operations background, coupled to commercial expertise and excellent communication skills?

You will be responsible for leading a customer focused franchise, consisting of medical and operational staff with significant subject matter expertise. You will present and sell the organisation's medical and scientific capabilities to clients, working in conjunction with the business development team and operations to develop new customers and build existing established relationships.

We are seeking an experienced business leader, capable of developing a clear strategy to maximise profitability and drive revenue within both existing clients and a new client base. You will have a strong commercial and operational background along with excellent relationship development experience. Your role will be highly customer facing, as a subject matter expert, providing oversight within large and complex projects to ensure quality, delivery and high levels of client satisfaction, working in a creative manner to identify unique solutions.

Your focus will be on the development of long term partnerships that are collaborative, with open and positive communication and ensuring appropriate resourcing, staffing and service delivery to maximise both customer satisfaction and company profitability, with particular focus on the development of the AsiaPac region.

Our client is a mid-sized CRO, small enough to provide clients with a personal touch and tailored solution, with a global reach across 32 countries and the ability to manage and deliver complex global studies across all phases of clinical development.

For further information or a discussion in complete confidence, please contact Dr Grant Coren,

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