

Vice President, Business Development, USA

Ref: PSL4053

United States

Attractive Salary

Commensurate with experience
Attractive salary and commission / bonus

A tremendous opportunity to help shape and influence a leading privately owned full-service CRO, contributing directly to their continued growth and success.

Established over 30 years ago in Europe, their focus has always been to establish, develop and build outstanding client relationships. This has been achieved through combining excellent customer service, leading systems and technology and through employing high caliber people with the right experience; allowing for a high level of trust from their customers.

Today the company is global; big enough to successfully manage large global trials, but with a personalized service level usually associated with a smaller organization and with a firm and consistent commitment to quality, delivery and exceeding customer expectations.

The company has broad therapeutic expertise and experience, conducting trials in over 40 countries and with a footprint covering Europe, Latin America, North America, Asia Pacific and Africa, offering full clinical research services including:



- Early Phase
- Global Clinical Development
- Late Phase
- Biometrics
- Medical & Regulatory Affairs
- Resourcing Solutions

This is a **newly created position**, created as a consequence of continued and sustained growth with an expanding team of North America based business developers.

Reporting to the VP Global Business Development you will enjoy a high level of autonomy with significant scope for personal and professional development. You will enjoy high visibility and share the responsibility for shaping the organization and playing a lead role in the continued growth of the business, which has exceeded 15% growth every year for the last 8 years.

You will be responsible for the identification, procurement and management for allocated business in North America and the development of global accounts. As well as being responsible for leading the USA BD team, you will be “hands on” and responsible for building relationships with and securing business from allocated customer accounts, proactively identifying and qualifying new potential clients, developing relationships with decision makers and stakeholders.

We are seeking individuals with strong networks and expertise, coupled to an impressive track record of success within business development and sales. You must have the ability to build outstanding relationships, internally within the business and externally with clients.

This is an extremely exciting opportunity within a dynamic and innovative business, where you will be rewarded for success and allowed to flourish as an outstanding business development professional and leader.

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