

Senior Director / Vice President Business Development, EMEA

Ref: PSL4105

UK based

Attractive Salary

Commensurate with experience



Are you able and outstanding business developer and relationship builder?

Do you have the ability to lead and inspire others?

Do you have the drive, enthusiasm and talent to develop others?

Does your ambition match that of a global market leader?

Our client is a global leader, providing clinical services of the highest quality to Pharma, Biotech, Life Science and CRO businesses; a business that has enjoyed significant and consistent growth and outstanding success. This has been driven by the successful delivery of clinical trials of the highest standards, through their people, unique business model and service offering, global reach and transparency. Our client:



Has over 25 years' experience as an innovator and leader

Offers an established global footprint

Brings experience across all therapeutic areas

Has delivered in excess of 15,000 clinical studies

Continues to lead the way in the delivery of a unique and innovative solution

Combines global, international and local operating expertise

As **Senior Director / Vice President Business Development, EMEA** you will be expected to provide vision, leadership and direction with overall business development and account management responsibility for the highly successful Business Development team in EMEA.

Leading a successful team you will be expected to combine personal business development activity with providing mentorship, guidance and direction to ensure the continued growth and success of the business and the team.

Reporting to the **Vice President International Business Development**, you will be a key member of the global BD management team, along with your peer in USA. Together you will define the long term strategy, vision, objectives, plans and approaches for assigned clients, markets and business development objectives.

The **Senior Director / Vice President Business Development, EMEA** will lead by example, develop outstanding customer relationships, build brand value and work closely with other members of the BD team and the business to create a work environment designed to attract and retain the best talent, thereby ensuring further BD and sales success and the continued delivery of services that exceed customer expectations.

The successful candidate will have a successful track record of success within sales and Business Development, with management experience and an in-depth understanding of clinical development and the global clinical trials arena, combined with outstanding communication skills and cultural awareness.

The **Senior Director / Vice President Business Development** will have a strategic approach with excellent business acumen and the ability to align strategies and recommendations with commercial / BD objectives. You will have an adaptable and flexible style of collaborating with key stakeholders, having the ability to quickly gain credibility, influence and partner with business leaders and customers.

This is an extremely visible key role, with a high level of responsibility, influence and accountability. 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 01442 345 340.

Alternatively, please send your CV to grant@pharma-search.co.uk.