

Global Head of Sales

Ref: PSL4113

UK based

Attractive Salary

Commensurate with experience



Do you have the ability to lead and inspire others?

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

Do you have the experience to design and implement a global strategy?

Do you have the desire to help lead a growing business?

Our client is an innovative business leader, a young business that has enjoyed unbridled growth and success for the last 10 years. They have grown through the development of their service offering as well as internationally, to become a global leader, providing unique solutions within clinical development to deliver more efficient clinical trials and significantly enhanced patient recruitment and retention. Our client:



Specialises in the delivery of solutions to make COMPLEX clinical trials deliverable

Provides solutions that significantly enhance paediatric trials

Currently operates in excess of 45 countries

Proudly are able to provide a 95% patient retention rate

Work closely with Pharma, Biotech and CRO clients globally

As **Global Head of Sales** you will be expected to provide vision, leadership and direction with overall business development and account management responsibility for the highly successful **Business Development** teams in both Europe and USA.

Reporting to the Chief Executive Officer, leading a successful global team, you will be expected to develop and implement novel business development initiatives to drive sales and business growth.

You will be a key member of the management team, working closely with other business leaders to ensure that customer expectations are met, where possible exceeded and to ensure the highest possible levels of customer satisfaction.

As **Global Head of Sales** you will be responsible for the management and ownership of the overall **Sales** and **Business Development** strategy and targets, globally. You will be responsible for designing, implementing and managing the global sales process and methodology, whilst taking responsibility for leading, mentoring and managing all **Account Managers** managing key accounts.

Key to your success will be your ability to 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.

The successful candidate will have an extensive 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.

This is a unique opportunity to join and shape a highly entrepreneurial and successful business, a market leader in their sector.

Every day will be different; will bring fresh challenges and the opportunity to make a personal contribution to the growth of the business, with the prospect of shaping your own future.

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 07850 190660. Alternatively, please send your CV to grant@pharma-search.co.uk.