

Vice President Business Development

Ref: PSL4119

Research Triangle Park, USA

Attractive Salary

Commensurate with experience

A unique opportunity to join a newly established private equity backed clinical research site with a current focus on pulmonary and respiratory therapeutic areas. The Company has aggressive and significant growth plans to become one of the global leading clinical research site operators.



**Expansion into new therapeutic areas at existing sites
Greenfield development of new sites / centers to expand patient reach in current geographies
Rapid expansion through continued acquisition into new geographies and therapeutic areas**

Our client currently owns three existing sites, independently established over 20 years ago with significant experience of running complex clinical trials, from Phase I-IV, having completed over 1,100 clinical trials in a variety of indications. Principal investigators are leaders in their therapeutic areas.

The Company has recently appointed a new **Chief Executive Officer** (CEO), who is due to join the business in the coming months, bring over 25 years leadership experience from global CROs and SMOs. The newly appointed CEO has most recently enjoyed tremendous success within Top 3 global CROs leading Global Site Management strategy, vision and operations. In addition the CEO has extensive experience building young, dynamic patient focused site management businesses experiencing significant growth, operationally, commercially and from a leadership perspective. The rest of the senior management team brings significant experience in private equity backed transactions and clinical research site operations.



**Are you an outstanding proven business developer and relationship builder?
Do you have the ability and drive to create your own business opportunities?
Do you have the passion, enthusiasm and talent to create your own success?
Does your ambition match that of a rapidly growing and highly entrepreneurial business?**

As **Vice President Business Development** you will be a member of the senior management team and play a critical role in establishing, developing and growing the business and the company profile, developing and implementing the Business Development objectives.

Reporting to the **Chief Executive Officer**, you will enjoy a high level of autonomy, responsibility and accountability. Critical to your success will be your ability to develop and expand new business opportunities within established accounts and prospective new clients within the USA, particularly with big Pharma, mid Pharma, BioPharma, Biotech and CRO client companies. You will oversee the sales process and coordinate with other business leaders and subject matter experts to ensure client satisfaction. Your success will be measured by the development of new business and also the increase in repeat business from existing customers.

The **Vice President Business Development** will develop outstanding customer relationships, build brand value and work closely with other members of the business to deliver sales and ensure the continued delivery of services that exceed customer expectations.

The successful candidate will have a proven track record of success within Sales and Business Development, significant experience and an in-depth understanding of patient focused clinical development and site services and solutions, combined with outstanding communication skills and cultural awareness.

The **Vice President Business Development** 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. You must be comfortable in a fast paced environment where excellence is expected.

This is a unique opportunity to join a highly entrepreneurial and successful business.

You will be encouraged to think and work creatively, to challenge traditional thinking and to bring novel solutions to many long standing challenges within drug discovery and development.

Every day will be different; will bring fresh challenges and the opportunity to make a personal contribution to the growth of the business.

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 <https://pharma-search.co.uk> or telephone Dr Grant Coren in strictest confidence on +44 7850 190660. Alternatively, please send your CV to grant@pharma-search.co.uk.