

# Executive Director / Vice President Strategic Accounts - Vaccines

Ref: PSL4136  
Home Based, USA

**Attractive Salary**  
Commensurate with experience

**A unique opportunity to join a young, highly dynamic and exceptionally successful Private Equity backed business bringing together 12 Clinical Research Sites. With extensive expertise within Pulmonary, Respiratory and Vaccine clinical trials, the Company has aggressive and significant growth plans.**

Established in 2018, our client currently has twelve existing sites, across 10 States, independently established with over 36 years' experience of running complex clinical trials, from Phase I-IV, having completed over 4,600 clinical trials in a variety of indications.

They have enjoyed tremendous success in a number of areas, specifically including **Vaccine** Development:

- **389 total vaccine studies completed**
- **23,636 enrolled participants**
- **10 BARDA funded studies (Biomedical Advanced Research and Development Authority)**
- **8 sites registered with FWA numbers (Federal Wide Assurance)**
- **11 IBC registered sites (Institutional Biosafety Committee)**

Reporting to the **Vice President Business Development** you will play a vital role in the strategic direction of the company's **Vaccines Business** with full responsibility for the commercial, sales, business development and account management strategy.

- **Are you an outstanding and 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 **Executive Director / Vice President Strategic Accounts – Vaccines** you will play a critical role in further enhancing and growing the **Vaccines Business** and the company profile, developing and implementing the Business Development objectives.

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 **Vaccine** accounts and prospective new **Vaccine** clients within USA, particularly big Pharma, mid Pharma, BioPharma, Vaccine, 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 **Executive Director / Vice President Strategic Accounts – Vaccines** 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 **Vaccine Business Development**, significant experience and an in-depth understanding of patient focused vaccine clinical development services and solutions, combined with outstanding communication skills and cultural awareness. 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 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 vaccine 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 (0) 7850 190660. Alternatively, please send your CV to [grant@pharma-search.co.uk](mailto:grant@pharma-search.co.uk).