

Head of Business Development

Ref: PSL4147

Flexible location, ideally UK

Attractive Salary

Commensurate with experience

A truly unique opportunity to join a young and extremely dynamic business, a leader in intervention modelling for non-communicable diseases.

Modelling risk factors and disease, generating evidence to quantify the future impact of interventions on NCDs on a global scale.

Established in 2019, our client's technology and modelling platform is well established, having been developed as part of the UK Health Forum. Their goal is to improve global health outcomes by creating data-driven insights for decision making. Their "intervention modelling" forecasts the health and economic impacts of a range of interventions, including public health policies and new drugs / treatments for entire populations. Comparison of different scenarios allows decision makers to make informed choices prior to real world implementation.

The Company has enjoyed significant early success and is seeking to identify an experienced, determined, tenacious and ambitious **Head of Business Development** to join their team. Ideally you will have enjoyed outstanding success with both Blue Chip Pharma and the service sector.



- 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 **Head of Business Development**, you will play a critical role in establishing, developing and growing the business and the company profile on a global basis, developing and implementing the **Business Development** strategy and 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 Europe and North & South America, particularly within 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 **Head of 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 consultative Sales and Business Development, significant experience and an in-depth understanding of modelling and health outcomes solutions and services, combined with outstanding communication skills and cultural awareness.

The **Head of 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.

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 evidence-based modelling.

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

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 7850190660. Alternatively, please send your CV to grant@pharma-search.co.uk.