

Director / Vice President Business Development, Europe

Ref: PSL4154

Europe – UK or Germany preferred

Attractive Salary

Commensurate with experience

A unique opportunity to join a young, extremely dynamic, and exceptionally successful business bringing together 30 integrated and fully owned Clinical Research Sites, with aggressive, ambitious, and significant global growth plans.

Established in 2018, already with a global presence, our client has multiple clinical sites, across 12 States, independently established with over 300 years' combined experience of running complex clinical trials, from Phase I-IV, having completed over 7,000 clinical trials in a variety of therapeutic areas and indications.

The **Head of Business Development, Europe** will play a key role in the strategic direction of the business, with full responsibility for the commercial, sales and business development strategy for the European business.

-  **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, Europe** you will be a key member of the **European Leadership Team** and play a critical role in establishing, developing and growing the business and the company profile, developing and implementing the **Business Development** objectives, working closely with the US business development leaders.

Reporting to the **Executive Vice President, Europe**, 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, 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 **Director / 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 and **leadership** expertise 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 **Director / 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 bring novel patient recruitment and clinical solutions.

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 (0) 7850 190660. Alternatively, please send your CV to grant@pharma-search.co.uk.