

Client Lead – Transformation & Change





Ref: PSL4152
Flexible, UK/EU

Attractive Salary
Commensurate with experience

An exceptional opportunity to join an established and highly respected specialist Life Science consultancy with an outstanding reputation for quality and making a difference to their clients.

-  **Play a critical role in the strategic direction of the business.**
-  **Develop, identify, and lead the Business Development and Account Management approach and strategy.**
-  **Lead and implement the Change Management and Communication strategies.**

Our client specialises in supporting leaders and teams meeting challenges around:

-  Value articulation
-  Organisational strategy acceleration
-  Business transformation
-  Executive performance

Partnering with senior business leaders to accelerate performance, facilitate change and enhance leadership success.

As **Client Lead** you will be responsible for leading the development of the **Transformation & Change** business across a key client or clients, growing the business by both ensuring the quality of delivery of existing projects and by introducing the full range of capabilities to key decision-makers across the client's most senior leadership.

As **Client Lead** you will own the relationships with the client at the most senior level, looking to create new relationships and opportunities to leverage the company's full range of capabilities. You will be responsible for ensuring that the delivery of current projects meet, and where possible exceed the expectations of the client and all quality standards. This will require business acumen, curiosity about the clients' businesses and an ability to manage ambiguity to identify underlying needs and match appropriate resources to fulfil those needs.

With deep expertise in leading the design and delivery of **Change** and **Communication strategies** in complex **Transformation projects**, you will be the lead contact for a growing number of clients in this space.

-  **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 an extremely successful and highly entrepreneurial business?**

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, working closely with customers to understand their needs and identify deliverable solutions.

The **Client Lead** will develop outstanding customer relationships, build brand value and work closely with other members of the business to ensure that the business grows and provides solutions to add value to clients and patients.

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

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

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