

Senior Vice President, Sales

Ref: PSL4166
East Coast, USA

Attractive Salary
Commensurate with experience

An exciting opportunity to play a key leadership role within a leading Private Equity backed business delivering outstanding results. Having enjoyed significant success, you can play a key role within this ambitious company supporting the next phase of their growth, development and success.

- **Do you have the passion, enthusiasm and talent to create your own success?**
- **Are you an outstanding strategic business developer and relationship builder?**
- **Do you have the drive, vision and talent to inspire others?**
- **Are you able to develop and implement a robust sales strategy?**
- **Are you ready to play a key role in leading and shaping a growing business?**
- **Does your ambition match that of a rapidly growing and highly entrepreneurial business?**

Our client is a dynamic, entrepreneurial and innovative private equity backed business, based in North America with global capability, delivering in over 50 countries. Having developed a unique technology solution to provide critical solutions within clinical trials they have successfully supported and aided clinical studies across many therapeutic areas, making a significant difference to patients with over 100+ conditions.

Working closely with and reporting to the **Chief Executive Officer**, the **Senior Vice President, Sales** will be responsible for all global sales and business development operations, driving growth, quality and leading the sales strategy and vision. You will lead a team and be responsible for the sales strategy and deliverables, designing and establishing key metrics for the team.

The **Senior Vice President, Sales** will play a key role in the strategic direction of the business, with full responsibility for the sales, business development and key commercial relationship strategy for the business. As **Senior Vice President, Sales** you will be a key member of the **Executive Leadership Team** and play a critical role in establishing, developing and growing the business and the company profile, developing and implementing the **Business Development** and **Sales** 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, implement and measure a clear vision and strategy for the growth and success of the business globally, including but not limited to:

- Sales
- Business Development
- Key Commercial Relationships
- Account Management

The **Senior Vice President, Sales** will lead the development of outstanding customer relationships, building brand value and working closely with other members of the business and leadership to deliver sales, profitability and ensure the continued delivery of services that exceed customer expectations.

This is a unique opportunity to contribute, shape, lead and influence within a highly entrepreneurial and successful business, making a genuine difference to the lives of patients.

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.