

Vice President Business Development, Europe

Ref: PSL4169

Germany / Mainland Europe

Attractive Salary

Commensurate with experience

A unique opportunity to play a key role within an exceptionally successful, extremely dynamic, and remarkably ambitious business.

Having achieved unbridled success over the last 5 years you will help lead 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?**
-  **Does your ambition match that of a rapidly growing and highly entrepreneurial business?**
-  **Can you ensure the company delivers outstanding products and services?**

Established in 2018, already with a global presence, our client has multiple clinical sites, across 25 States and 3 European Countries, with further recent expansion into Latin America. With over 220 Investigators with diverse experience, they have completed 15,000+ clinical trials and enrolled in excess of 200,000 patients globally.

The **Vice President Business Development, Europe** will play a key role in the strategic growth of the business, with responsibility for the commercial, sales and business development strategy for the mainland European business, specifically supporting the multiple sites in Germany and Poland.

As **Vice President Business Development, Europe** you will be a key member of the **European Commercial 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 EU and US business development leaders.

Reporting to the **Executive Vice President, Business Development**, 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 **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 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.

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

You will be encouraged to think and work creatively and challenge traditional thinking.

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.