



Location:
West of London

Remuneration:
Competitive salary, car allowance, significant bonus, benefits package

Business Development Director

Client profile

Our client is a leading provider of sales and marketing solutions to the pharmaceutical industry. An innovator in this field, the company has continuously innovated in this sector, building and shaping a range of sales, marketing, market access, technology and health management solutions to meet the changing needs of their clients across the pharmaceutical, biotech and healthcare services sectors.

Role context and overview

The Business Development Director will have accountability for building new business and managing the development of existing accounts within the UK. Given the rate and pace of change within the pharmaceutical industry at present, the Business Development Director will have a vital role, working with clients and colleagues to evaluate the evolving business environment and applying insight and experience to design and shape tailor-made solutions to deliver real business advantage for their customers.

The role will draw upon broad-based pharmaceutical business understanding, commercial acuity and leadership skills and will provide a superb opportunity to further develop a broad 'umbrella' view of the pharmaceutical industry and the commercial challenges facing the sector.

Candidate profile

Candidates will need the gravitas and commercial skills to provide challenge, proactive advice and influence at the highest levels. Candidates must demonstrate strong strategic and lateral thinking, client service skills and tenacity, as well as the ability to build strong and influential relationships with senior industry decision-makers.

We are seeking wide-ranging commercial leadership experience within the pharmaceutical sector, coupled with a good understanding of how sales and marketing strategies and tactics are applied to provide competitive advantage. Specific experience could include leadership roles in sales, marketing, general management, commercial excellence and/or change management roles within the pharmaceutical and/or biotech sectors. Additional experience in a CSO environment would be an advantage, but is not a prerequisite for the right person.

Further information

For further information please contact Ruth Stone or Laura Cinicolo at Barrett Webb, the company's retained executive search partners, on +44 (0)1727 85 77 55.

To apply please send your CV in confidence to:
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