



Case Study #2125

Vice President Business Development

Search Metrics:

- 15 - Days until hired candidate was presented
- 7 - Total candidates presented
- 57 - Days until search completed

Client:

The small biotech client is pioneering novel indications for marketed and emerging biologic drugs. The Company's lead initiative focuses on the development of cytokine inhibitors to treat the underlying causes of pain in spinal disorders.

Objectives:

- Identify, evaluate and pursue the strategic and financial prospects of new market opportunities.
- Direct the assessment of future markets and licensing potential and coordinate commercial input to specific programs as necessary.
- Establish new scientific and strategic partnerships, joint ventures and alliances.

Prestige Solution:

- ✓ Onsite visit to conduct full needs analysis
- ✓ Implement the Prestige Performance Search methodology
- ✓ Develop unique Performance Profile describing objectives of role
- ✓ Selectively introduce profile directly to target audience
- ✓ Dedicated search until completion

* The efforts of the VP resulted in a \$12.5m acquisition by a large pharmaceutical company.