



Case Study # 3891

Vice President and General Manager, Drug Safety Evaluation

Search Metrics

56 days- All candidate profiles presented
17- candidates presented/ 12 interviewed
182 days- search completed

Client:

A large, industry leading international CRO, based in the mid-west.

Objectives:

- Provide leadership and strategic direction, for driving revenue growth in for company's biggest revenue generating division, Drug Safety Evaluation. Continue to hire and build a leadership team. Create a mentorship program.
- Evaluate resources and processes, in order to Increase margins on studies.
- Realign group to be more efficient and productive. Improve morale and re-establish accountability.
- Design strategy to penetrate large pharma and help sales get on the Preferred Provider Lists.

Prestige Solution:

On site meeting 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