



## Case Study #4525

### Director, Business Development

#### *Search Metrics:*

- 8** - Days until hired candidate was presented
- 3** - Total candidates presented
- 35** - Days until search completed

#### *Client:*

Massachusetts based start-up pharmaceutical company focused on growth through acquisition and in-licensing products to address significant unmet need. Their mission is to cure devastating disease and they have a successful track record to do that. Their plan is to acquire 3-4 assets in 12-18 months.

#### *Objectives:*

- Commercial and scientific assessment of in-licensing and M&A opportunities
- Conduct primary and deep-dive secondary market research to support in-licensing and M&A opportunities and in-line programs
- Build complex models to support deal negotiations and internal strategic planning initiatives
- Support deal negotiations

#### *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 this Director helped to result in 5 in-licensed assets and over \$120M in funding in 18 months.