



Case Study #989

Vice President, Business Development

Search Metrics:

15 - Days until hired candidate was presented

4 - Total candidates presented

64 - Days until search completed

Client:

Massachusetts based Clinical Research Organization focused on growing their company from 70 to 110 FTE's in 24 months. Their mission is to be a specialized, late stage CRO for biopharma and medical device companies. They have extensive experience with critical care and hematology.

Objectives:

- Take a leadership role in managing the overall strategic direction for business development.
- Identification, evaluation, and development of new business opportunities.
- Develop bids and proposals for projects.
- Target \$5M in new business to replace expiring contracts

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

* VP's efforts had direct results in the sale of the company to a larger CRO