

NICHE US BIOPHARMACEUTICAL COMPANY

To recruit a multi-disciplinary team of therapeutic specialists to drive the European market launch of a rare disease product. Recruit industry experts in Medical Affairs, Clinical Operations, Commercial Operations, Quality Assurance and Regulatory Affairs.

To identify, assess and secure talent at Manager, Director and VP level in 10 European countries: UK, Denmark, France, Netherlands, Germany, Austria, Switzerland, Spain, Portugal, Italy.

THE PROJECT



Skills Alliance was exclusively retained by Intercept Pharmaceuticals to build out their European Medical Affairs Division ahead of a new product launch in hepatology.

OUR SOLUTION



- 1 Multi-hire Retained Search to map, approach and secure the leading talent in their market
- 2 Create a European brand and marketing strategy to position an unknown US organization
- 3 Dedicated team assigned to Client
- 4 Full Talent Mapping of ~2000 professionals in this niche space

KEY POSITIONS

VP Medical Affairs EUCA – UK Based | Regional Medical Directors x 6 | Executive Medical Director EUCA – UK Based | Country Medical Directors x 6 | Medical Science Liaisons x 14 | VP, Global Clinical Operations | Executive Director, Quality Assurance | Senior Director, Global Regulatory Affairs | VP, Global Commercial Strategy

RESULT

- 1 52 Skills Alliance supported hires made within a 12 month period ahead of successful product launch.
- 2 All roles to be shortlisted within 6 weeks
- 3 All searches were successfully completed

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Skills Alliance has been instrumental in supporting the growth of our medical affairs & commercial team. Their constant effort and knowledge of the field has been critical for the assembling of our fantastic team.

We retained them to secure our medical, regulatory and quality assurance senior management team and they completed over 50 assignments with us in a 12-month period. I would highly recommend their services to anyone looking to hire skilled medical affairs personnel.

Senior Vice President
Head Medical Affairs

Intercept

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