

## CASE STUDY

### COMMUNICATIONS AND INVESTOR RELATIONS LEAD IMMUNO-ONCOLOGY COMPANY DEVELOPING TREATMENTS FOR CANCER

#### THE ASSIGNMENT.

A publicly traded immuno-oncology focused biotech based in Boston partnered with us to identify a Senior Director of Corporate Communications. This position was a first in house communications hire and they needed someone who could manage and drive the presence of the company with branding and strategy.

#### THE CHALLENGE.

This role reported into the SVP of Corporate Affairs, but also needed to form connections with the CFO, CSO, and CEO. While the position was 80% Corporate Communications, 20% of the role would handle Investor Relations, so we needed to target people that had exposure to both. Our client's technology was appealing, but their assets were early stage - making the role a harder sell to candidates coming from more established companies.

#### THE OUTCOME.

We identified a passive candidate that had 20+ years of experience working within Corporate Communications and Investor Relations. The candidate's experience spanned both internal and external communications, PR, policy, and procedures. They started their career at a smaller company in a hybrid position and later moved to a larger biotech where they grew to ultimately own all external communications with direct exposure to the Executive Team. Their skills, combined with a genuine demeanor and exposure to Investor Relations, are what landed this candidate the position.



CANDIDATES SOURCED

98



CANDIDATES SPOKEN TO

18



CANDIDATES QUALIFIED

6



**JENNA TOMAE**  
Client Lead & Recruiter



**SHARON SUCHECKI**  
Sourcer

- 1 CLIENT INTAKE**  
Our Client Lead meets with the Clients to understand needs and establish expectations.
- 2 STRATEGY**  
Our Sourcing Team creates a sourced list of qualified candidates.
- 3 OUTREACH**  
Our Recruiters connect with our network and the sourced candidates.
- 4 CLIENT CHECK-INS**  
We meet with Clients regularly to review candidates and interview feedback.
- 5 PLACEMENT**  
We help negotiate an offer the Candidate is motivated to accept.