

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.