

## CASE STUDY

**SVP, PROGRAM & ALLIANCE MANAGEMENT**  
CELL THERAPY COMPANY FOCUSED IN HEMATOLOGIC MALIGNANCIES

### THE ASSIGNMENT.

Our client retained us to help the CEO recruit a VP, Portfolio Management with the potential to flex up to an SVP if the candidate was capable of overseeing the Alliance Management function as well.

### THE CHALLENGE.

The CEO needed someone who could take on the strategic Program Lead role, as well as manage and build a Program Management team across the entire pipeline. This person would act as the development thought leader to the CEO, similar to a Chief Development Officer. Ideally, they were looking for someone who had worked in stem cell transplant therapies in the hem/onc space.

### THE OUTCOME.

We successfully identified a SVP, Program & Alliance Management with recent, extensive stem cell transplant hem/onc experience. He had operated in this exact role in the past and had excelled with several positive references going into the process. For this role, we were able to get our first slate of candidates to the client within 2 weeks which, in the end, included the top two prospects.



**CANDIDATES SOURCED**  
142



**CANDIDATES SPOKEN TO**  
35



**CANDIDATES QUALIFIED**  
13



**MARC SILBER**  
Client Lead



**CHRIS PORTANOVA**  
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.