

## CASE STUDY

**HEAD, GLOBAL CLINICAL DEVELOPMENT**  
**PHARMACEUTICAL COMPANY DEDICATED TO NEURODEGENERATIVE DISORDERS**

### THE ASSIGNMENT.

With two global trials in late phase, our client needed to hire a Head of Clinical Development to lead ongoing and new trials. This role would report into the Chief Medical Officer and be responsible for building and leading a team of clinical development professionals within the global neurology franchise.

### THE CHALLENGE.

Our client was looking for a medical doctor with a background in neurology with strong leadership skills. They were seeking a candidate who had been involved in all aspects of development strategies – from overseeing protocols, leading discussions with regulatory authorities, and ensuring timely and accurate preparation of study protocols.

### THE OUTCOME.

After identifying all possible candidates, we rolled out a strong communication approach and were able to research, network, and communicate our client's technology and strategy to over 50 possible candidates. In the end, we secured a Clinical Development executive with proven Neurology experience in large and small biotech organizations.



**CANDIDATES SOURCED**  
**148**



**CANDIDATES SPOKEN TO**  
**52**



**CANDIDATES QUALIFIED**  
**17**



**MARC SILBER**  
Client Lead



**SCOTT GROSSMAN**  
Recruiter



**DEBRA CHAN**  
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.