

Trial Form Support International

TFS Trial Form Support (TFS) is an FDA- and MPA-inspected full service clinical CRO, operating in three independent business areas: Early Clinical Development, Project Delivery and Contract Placement Solutions. Founded in 1996 in Lund, Sweden, TFS has become the largest non-listed European CRO employing 480 highly competent and dedicated clinical research professionals working from offices across 16 countries in Europe, USA, Japan and India. The revenue is million 38 EUR.

Director of Commercial Operations – Cambridge, MA, USA

The position as Director of Commercial Operations, USA will be responsible for relationship management and realization of business opportunities within the life science industry in the USA. The position will be managing the TFS commercial (Marketing & Sales) operations in the USA and the office in Cambridge, MA, in terms of administrative matters. The work will be performed in close collaboration with the senior executives at the European headquarters and managers at affiliated companies in the TFS Group. The position will predominately support the sales activities within the two business areas; Early Clinical Development (ECD) and Project Delivery (PD).

The position will report to the Chief Executive Officer in Europe. Location will be at the TFS office in Cambridge, MA.

It is a full time position and travels will be required within the US and occasionally outside US.

The position must be very well familiar with the life science market in the USA, the path for decision making and the relevant contacts for outsourcing. The position will furthermore have a good understanding of the FDA-, EMEA and GxP requirements and have a good insight in the technical execution of international clinical trials. The position will focus on maintaining a high level of satisfaction among the existing US customers and also achieving strong performance with new sales opportunities, by using experience, knowledge and credibility in the sales approach.

The main responsibilities of the Director of Commercial Operations will include:

- Identifying and realizing business opportunities within the US life science industry
- Developing existing relationships and ensuring customer satisfaction and repeated business
- Developing, monitoring and executing the US market activity plan according to the customer segmentation scheme
- Developing, monitoring and reporting the US budget
- Monitor US market trends within clinical outsourcing and periodically review and evaluate the business strategy

Trial Form Support International

TFS Trial Form Support (TFS) is an FDA- and MPA-inspected full service clinical CRO, operating in three independent business areas: Early Clinical Development, Project Delivery and Contract Placement Solutions. Founded in 1996 in Lund, Sweden, TFS has become the largest non-listed European CRO employing 480 highly competent and dedicated clinical research professionals working from offices across 16 countries in Europe, USA, Japan and India. The revenue is million 38 EUR.

- Responsible for line management of commercial personnel in the US
- Being a member of the Global Sales Team and actively participating and influencing the global sales processes

Other requirements/qualifications:

- At least five years of experience from senior sales- and business management positions within life science
- Solid and proven track-record from sales achievements
- Knowledge and experience in working within or with a CRO and understanding the underlying business
- Experience from working in international organizations with cross continental teams or interactions
- Relevant MBA education and Ph.D. graduate is preferred -General knowledge about FDA-, EMEA and GxP requirements within clinical development
- High drive and motivation with strongly goal oriented personality
- Good communicator and speaker
- Well organized and structured work manner
- Always acting professional and with high business ethics and integrity
- Willing to lead, mentor and develop personnel
- Ability to work independently and in international working teams

TFS will offer:

A dynamic and growth oriented organization with a work environment distinguished by professionalism, integrity and responsibility. The benefit package will include a competitive salary and performance bonus.

Welcome to contribute in placing TFS among the top 7 worldwide CROs. Your job will make a difference!

For more information about this position please contact:

Mariska van der Heijden, Global Director Commercial Operations,
mariska.vanderheijden@trialformsupport.com

We are looking forward to receiving your application with included CV and a personal letter. We practice a continuous selection procedure, so please submit your application as soon as possible, however no later than 31st of August 2010.