



It's all about trust

TFS

TFS, with headquarters in Lund, Sweden, is the largest non-listed European clinical Contract Research Organization (CRO). Clinical services are provided by four business areas; TFS Explore™, TFS Develop™, TFS People™ and TFS Academy™, with annual net revenue greater than € 40 million, global operations in 21 countries, and 500 employees worldwide. Detailed information about TFS business areas, global locations and recent press releases can be obtained at www.tfscro.com

Regional Sales Manager (RSM) – Western Europe

The Regional Sales Manager will be responsible for the regional sales and marketing activities in Western Europe. The RSM's main responsibility will be to grow the sales, identifying new sales opportunities and timely executing the marketing activity plan. The position will report to the regional Managing Director West Europe and Director Commercial Operations Europe.

The Regional Sales organization and products:

The RSM will be part of a European sales team covering several regions in Europe. The position will be responsible for all sales emerging from existing and potential customers based in the relevant region. The sales will be focused to the business area TFS Develop™ (phase II-IV studies). Close interaction between corporate functions and the local/regional management teams of the regional affiliates will be necessary. The position will also collaborate and share business intelligence with the sales team for TFS People™.

The main responsibilities of the RSM will include:

- Increase the regional sales
- Identify new business opportunities
- Develop the regional sales plan, customer segmentation and marketing activity plan
- Execute and follow-up the marketing activity plan in a timely manner
- Execute global sales strategies and initiatives

Other responsibilities will include:

- Leading customer sales- and bid defense meetings
- Supporting the RFI/RFP request process
- Supporting superior Director with sales statistics
- Attending internal European sales meetings
- Attending relevant external congresses and events





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Other requirements/qualifications:

To successfully manage this position TFS is looking for a high performing, result oriented candidate with the ability to take independent actions and efficiently closing business opportunities. Further qualifications are:

- Good insight and proven track record in sales performance from the CRO business of at least 2 - 3 years
- Established relevant contacts and good relationships with customers in the region
- Strong social capabilities and ability to develop professional long-term relationships
- Organized and structured working behavior, "sense of urgency" and ability to handle multiple tasks simultaneously
- Good command of multiple languages is beneficial
- Education is preferred in one or several areas of life science and/or business administration and/or commercial business management

Having an international mindset and the ability to work with different management structures is beneficial. The corporate language is English. Travels in the Western Europe (The Netherlands, Belgium, Germany, UK, Switzerland) will be required.

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 difference!

For more information about this position please contact:

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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 **15 February, 2012**.

