

Trial Form Support International

TFS Trial Form Support (TFS) is a 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.

Regional Sales Manager (RSM) – South Europe

The Regional Sales Manager will be responsible for the regional sales and marketing activities in South 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 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 Project Delivery (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 Early Clinical Development and Contract Placement Solutions.

The main responsibilities of the Regional Sales Manager 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

The work will be conducted in close collaboration with the Director Commercial Operations, Europe and other corporate- and regional management positions. Having an international mindset and the ability to work with different management structures is beneficial. The corporate language is English. Travels in the South Europe will be required. Location is preferred to be in France.

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:

Mariska van der Heijden, Director Commercial Operations, Europe,
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 October.