

Divisional Team Manager

Work from home in Europe!

The Company

This is a unique opportunity to work for a global market leading consultancy company, supplying services in the healthcare industry. Due to exceptional recent company performance, they have opened a new (virtual) European office, a highly strategic initiative backed by the senior leadership team.

If you're interested to work in a startup environment where decisions are made quickly, but with the financial backing and brand awareness of a global corporation - this could be a great opportunity for you. This is one of a handful of roles that offer the chance to build and shape something from scratch, with a high amount of autonomy to make decisions and the opportunity to have a lasting impact.

A company's most important asset is its people.

In this role as divisional team manager you will have two major areas of focus: Building a team of high performing consultants, and business development with new and existing customers. We're looking for a dynamic, motivated and experienced leader whose style is focussed on driving, mentoring and empowering their people to meet and exceed their goals.

Responsibilities

- The immediate goal will be to grow and hire a team of RA/QA consultants responsible for delivery of client projects
- You'll develop, define and implement the strategy relating to attracting, hiring, onboarding and retaining skilled technical consultants
- Lead, manage and prioritise the workload of your team and ensure high performance delivery on customer projects
- As a leader in the business, you will set, define and drive performance across your team, ensuring company objectives are met
- You'll also be responsible for being the interface between the company and its customers, and building and managing key strategic client relationships
- Developing and winning new business with healthcare companies of all sizes; from startups through to large multinationals and developing relationship accounts.

This role offers strong career progression opportunities as the team grows, with the potential to have large a P&L responsibility.

We are looking for proven leaders who are motivated by the prospect of getting hands on and building something new. If you have:

1. Proven track record of building high performance technical teams from the ground up in the medical device or pharma industry
2. Minimum of 7+ years experience working within the healthcare industry
3. Strong commercial acumen, and ability to develop customer relationships
4. Track record and ability to manage people directly and remotely.

Interested to explore this further?

Please send your CV to elena@elemed.eu to arrange a confidential career discussion.

