

Professional Experience

PharmaNet, High Wycombe, UK

Executive Director, Strategic Partnering Services 08/2007 – Present
Senior Director, Business Development 10/2004 – 07/2007
Director, Business Development 04/2003 – 10/2004

- Generate annual sales per target objective in support of corporate budget
- Develop and maintain assigned client relationships using the highest professional standards
- Recruit new corporate clients to generate new business opportunities
- Develop and conduct client presentations to attract new business and support overall corporate positioning
- Organize and lead internal operations teams to develop and finalize client proposals
- Research and develop sales and marketing plans, including overall strategic and tactical directives, for assigned client companies
- Negotiate and maintain contracts for client projects
- Coordinate and integrate sales efforts with internal operations in all disciplines
- Support marketing activities to include sales tool development, contact management, and supporting trade/scientific shows and mailings
- Work with Marketing to support research and development of corporate positioning, internally and externally
- Establish and lead global sales initiatives with selected clients
- Participate on the Business Development senior management team to guide overall corporate sales strategy
- Provide leadership, management and training to Business Development staff

Associate Director, Business Development 10/2002 – 04/2003
Assistant Director, Business Development 01/2001 – 09/2002
Manager, Business Development 05/1999 – 12/2000

- Generated annual sales per target objective in support of corporate budget
- Developed and maintained assigned client relationships using the highest professional standards
- Recruited new corporate clients to generate new business opportunities
- Developed and conducted client presentations to attract new business and support overall corporate positioning
- Organised and lead internal operations teams to develop and finalise client proposals
- Researched and developed marketing plans, including overall strategic and tactical directives, for assigned client companies
- Negotiated and maintained contracts for client projects
- Coordinated and integrated sales efforts with internal operations in all disciplines

PAREXEL, Uxbridge, UK

Manager, Client Relations 11/1998 – 04/1999

- Recruited new corporate clients to generate new business opportunities
- Developed and conducted client presentations to attract new business

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and support overall corporate positioning

- Organised and lead internal operations teams to develop and finalise client proposals
- Researched and developed marketing plans, including overall strategic and tactical directives, for assigned client companies
- Negotiated and maintained contracts for client projects
- Coordinated and integrated sales efforts with internal operations in all disciplines
- Recruited new corporate clients to generate new business opportunities
- Developed and conducted client presentations to attract new business and support overall corporate positioning
- Organised and lead internal operations teams to develop and finalise client proposals

Associate Manager, Proposal Development

01/1998 – 11/1998

- Developed Client Proposals in support of other members of the International Business Development Team
- Organised and lead internal operations teams to develop and finalise client proposals

Education

University College Cork, Ireland

MBA

University of Limerick, Ireland

BSc – Industrial Chemistry

University College Cork, Ireland

BSc – Biochemistry

Languages

English