

Case study

General Manager
Exeltis Poland



Exeltis is a part of Insud Pharma, one of the largest and quickest growing pharmaceutical companies in Spain active in development, marketing and sales of API, Pharmaceuticals and Biopharmaceuticals, currently expanding across EMEA and beyond via both organic growth and acquisitions.

Summary

- Proving capabilities to work effectively at senior management/executive level
- Shorter timelines reached than what was set and expected by Exeltis
- Creating great prospects for business

The challenge

With the business having double-digit growth across EMEA, the challenge that Exeltis has faced was to find an outstanding individual capable of driving this growth further in the Polish market. In this exclusive assignment we have worked directly with Group Global HR Director and one of the Board Members to execute it smoothly.

The solution

Within the first 3 weeks from being briefed on the search and company preferences, we have produced a solid longlist, then narrowed down to a shortlist of 4 profiles who were met in the end face-to-face by the Client in Warsaw. The whole project from start till hire, including our personal assessment, has been executed within just over 8 weeks, shorter than initially planned by the Client.

The result

Exeltis was impressed with our speed and accuracy. Having completed this and many other international recruitment projects for Insud Pharma, we have managed to build a long and fruitful for both sides relationship.

If you would like to find out how we can tailor our solutions for your recruitment needs, please contact us by e-mail at clients@pharmaprofessionals.eu