

MEDICAL DEVICE AND DIAGNOSTICS RECRUITERS SEARCH PRACTICE

ABOUT KAYE/BASSMAN

Kaye/Bassman was founded in 1981 with the mission to positively impact companies and enhance careers by providing the finest in professional, executive, technical and scientific search.

Our mission coupled with our *Client Focused Search™* approach and *Market Mastery* has vaulted us to become the largest single-site search firm in the country.

It is our **Specialization** by functional area, industry sector, position and geographic location; **Flexibility** in customizing our process, relationship and terms around the unique needs and expectations of our clients; **Array of Services** that ensures our ability to handle any staffing challenge; and **Track Record** of success enables our clients to gain a competitive advantage and candidates to advance their careers.

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Our experience means we know the nuances of the roles we fill and how to attract the “A-players” in the space. Our team builds and grows our relationships with people in biopharma/biotech throughout careers, so we move beyond a transactional exchange to inner-circle confidant. We routinely bring professionals who are employed and doing well to our client companies. These people are elusive, they’re not looking for new opportunities, so our team’s relationships are an otherwise untapped pool of top talent.

Our team has partnered with companies to grow their teams from the first marketers at startups to expanding teams at Fortune 100 companies. The people we place become hiring managers as they grow their team, which speaks to our understanding of the market and validates our candidate experience. We view ourselves as an extension of each company we work for, so provide insights with company leaders about candidate experience, market trends and the best methods to identify and attract talented professionals.

Through the flexibility of our Client Focused Search® approach, which provides proper alignment of expectations based on the service level and urgency our client requires, and our Market Mastery model of proactively developing candidate relationships in core functional disciplines ahead of need, Kaye/Bassman’s Biotech team has the experience, process and tools to help our clients tap into the strategic leadership and tactical talent they need.



EXPERTISE WITH

Pharmaceutical
Biotechnology
Medical Devices
Diagnostics
Life Sciences

EXPERTISE IN

Marketing
Commercial Marketing
New Product Development/Pipeline Planning
Patient/Consumer Marketing
Digital Marketing

Sales and Medical Education
Chief Commercial Officer
VP of Commercial
VP Sales
National Sales Leadership
Regional Sales Leadership
Territory Sales
Sales Operations
Clinical Sales

Training Analytics
Commercial/Pipeline Analytics
Commercial Data Science
Forecasting/Market Research

Market Access
Managed Care Strategy
Pricing/Reimbursement Strategy
Field-based Reimbursement Account Management

Commercial Operations
Marketing Operations
Sales Operations

Strategy/Business Development
Portfolio/Pipeline Strategy
Business Development
Alliance Management