

CASE STUDY - AUSTIN BIOTECHNOLOGY

The clinical stage CGT company based in Australia was in need of a senior director who could drive results and contribute to the development of their US clinical operations team.



AT A GLANCE

Challenges

- Unknown company brand
- Competitive talent market
- Limited budget

Benefits

- Quick turnaround
- Satisfied customer
- Access to 20k+ talent network

CHALLENGES

The sponsor faced a unique challenge - finding a leader with proven CGT clinical operations experience who could lead an international team and build an efficient team in Austin. However, the biggest hurdle was identifying local onsite talent in a highly competitive market where remote work was the norm. In addition, the sponsor's unknown name in the US and limited budget posed significant obstacles to meeting their hiring goals.

SOLUTIONS

Our collaborative approach drove our team's success in recruiting the right talent for our client's organization. By working closely with stakeholders, we deeply understood their needs and evaluated their cultural compatibility. We then implemented proactive and direct recruitment strategies, including market mapping of talent, brand development through social media, and engagement with the life science community for referrals. The results speak for themselves - our approach yielded exceptional outcomes and laid the foundation for a successful partnership with our client.

BENEFITS

Our team swiftly overcame challenges by leveraging our vast network of 20,000+ life science professionals to fill the client's critical role of Senior Director of Clinical Operations. The newly appointed leader has remarkably impacted the company's growth, surpassing our client's expectations.

CONTACT US

281.214.0470

roger@rogertrinh.com

1302 Waugh Drive, Ste. 587

Houston, Texas 77019