



#VACANCY

BUSINESS DEVELOPMENT

CONSULTING EXIT



## Business Development Manager Consultancy

GCO Global is a high-end player in the meeting management industry, delivering strategic solutions to the pharma & life science sector. Over the past 30 years, the company has become expert in planning and organizing high-impact events for leading companies and is currently growing into consultancy services. The Business Development Manager will leverage a healthcare network to generate leads and acquire and execute new projects. This is a unique opportunity for an experienced strategy consultant with an entrepreneurial spirit to take the company to the next level while enjoying a great level of freedom in doing so.

# About GCO Global

**GCO Global is an international meetings and events company, predominantly specialized in the pharma & life science sector. With over 100 professionals, the company consults on and organizes high-end international meetings, congresses, conferences and exhibitions. The company is structured into three business units: Meetings & Events, Compliance and Consultancy.**

Within the healthcare sector, GCO Global operates in life sciences, medical services, biotech and pharmaceuticals. GCO Global conducts business all over the globe, whereas the main clients and activities currently are based in the US and in Europe. The team is innovative and international, with 18 nationalities onboard and 15 languages spoken..

## **ABOUT THE MARKET**

Companies in the life sciences sector deal with higher risk exposure and as a result, with increased liability and potential damage to company reputation. This is amplified by extensive regulatory requirements, which also vary greatly from country to country – an additional burden for internationally operating companies. GCO Global Consultancy applies a proven model for Strategic Meetings Management utilizing client-tailored checks and balances to mitigate these risks, create business saving, and thereby allowing the organization to focus on their core business activities.

OVER DE VACATURE

## Business Development Manager Consultancy

The Business Development Manager's responsibility is to grow GCO Global. This means networking, connecting to (potential) clients, pitching, acquiring new projects and business, and assuring execution by working together with the involved consultants and project managers. The Business Development Manager will also develop strategic plans for growth and present them to the Management Team. This will involve close cooperation with the two current business leads. The role will also entail further strengthening of the GCO Global position in the right segments.

Building new business will partially be a greenfield effort. The Business Development Manager is expected to leverage a (previous) network in the healthcare sector in order to generate new business leads. The role reports directly to the CEO. This great opportunity to co-build the company will require an entrepreneurial attitude and will bring a great level of freedom.





**“We are the thought leader in the field of Strategic Meetings Management and our Consultancy activities play a crucial role in strengthening this position and expanding our footprint”**

ROGIER RAATS, CEO, GCO GLOBAL

## Candidate profile

### EXPERIENCE

- University degree
- 7-10 years of experience in strategic consulting
- Experience in risk analysis / management is a plus
- Strong affinity with the healthcare industry (though other industry backgrounds are also welcome in which meetings have similar risk exposure, such as the financial or energy sectors)

### SKILLS

- Fluent in English, Dutch is a plus
- Entrepreneurial and hands-on attitude
- Analytical mindset
- Good listening skills
- Clear communication and presentation skills
- Turn complexity into simplicity
- Willingness to travel regularly



Sliedrecht



# Contact

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