



## WHO WE ARE

***LEADERS Professional Recruiting is a placement firm that has been helping pharmaceutical and medical companies build out sales teams for the past 25 years.***

From small companies with only one FDA-approved product to Fortune 20 companies with massive portfolios, we bring the **expertise and energy required to effectively build out professional sales teams.**

**Our passion stems from our prior experience in the military**, with one partner having served as a Ranger-qualified Army Infantry company commander and the other as an Army Armor Captain who fought in Desert Storm.

Established in 1988, **LEADERS** quickly became a recognized leader in the placement of junior military officers in sales positions with top-tier pharmaceutical companies nationwide. During the following decade, we expanded into recruiting professionals for **primary care products, specialty pharma products and medical and surgical devices.**

***So far, LEADERS has placed about 2,500 professional sales representatives and managers.***

## WHAT WE DO

**LEADERS** partners search out the most qualified candidates and coordinate interviews that produce **successful placements**. In business, especially in pharmaceutical sales, having the right people in place makes the difference between a good sales team and a great sales team.

***LEADERS understands this better than anyone else.***

Because the perception of your sales and sales management opportunities is often tied to the quality, credentials and experience **of your recruitment firm**, LEADERS puts forth the **passion, energy and enthusiasm** to find and engage exceptional talent.

We provide the process and logistics to conduct interviews and onboard candidates, depending on the specific needs of your company. Our experience extends across **all territories in the US** and includes placing professionals in numerous disease states.

### **Our process includes:**

- A needs analysis
- Consideration of client requirements
- Identification of the best candidates
- Evaluations of those candidates
- Presentation
- Negotiation and follow-up

## OUR PHILOSOPHY

***Honesty, integrity and mission completion are our foundational pillars.*** We pride ourselves on professionalism and continually gain trust and respect from clients and candidates alike.

## OUR CLIENTS

180 Medical	Cardinal Health	Macropore	Savient
Abbott Labs	Depuy	Medtronic	Smith & Nephew
Alcon	Dianon	Merck	Stryker
Bayer	Eli Lilly	Novartis	TAP
Bausch & Lomb	Ethicon	Ortho-McNeil	Teva
Biomet	Guidant	PSS World Medical	Ventana
Boehringer Ingelheim	Janssen	Pfizer	Vision Source
Bristol Myers Squibb	KLS-Martin	Sanofi Aventis	Vistakon

## OUR SALES FORCE BUILD-OUT EXPERIENCE

### 1990s

Pfizer (multiple divisions)  
Merck  
KLS-Martin

### 2000s

Eli Lilly  
Abbott Labs  
Macropore  
Smith & Nephew

### 2010s

Boehringer Ingelheim  
Savient  
Vision Source

## CONTACT US

**LEADERS Professional Recruiting**

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