



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

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