



CASE STUDY: LICENSING CONSULTANT - CNS

The Company: a publicly traded pharmaceutical company focused on the discovery, development and commercialization of CNS therapies. Company had several programs in late-stage clinical development and was looking to bolster its early-stage pipeline through strategic in-licensing.

The Position: Director of Business Development: Reports to VP of Bus. Development

The Problem: The Client Company had a small business development department that was overwhelmed with the deal flow related to their late-stage programs. This left little to no time to identify pre-clinical and early-stage compounds. This work required someone with both a strong science background in CNS and business development deal experience. There was a need for a Director of Business Development but the company had a hiring freeze for the remainder of the year.

The Solution: Anvil Search Group leveraged our network of Business Development and Licensing executives to find a PhD in Neuroscience with 20 years of licensing experience to work on a consulting basis with the Client Company. The consultant was hired on a per-hour basis and worked between 24 - 40 hours per week as needed. The candidate was on site at the company's headquarters four days per month to meet with members of the licensing committee. The rest of his time was spent working from home screening opportunities.

The Result: The consultant spent four months identifying and screening in-licensing candidates in a range of CNS areas. The consultant narrowed a broad range of potential licensing opportunities to a short list of targets that met the Client Company's key criteria. This allowed the VP of Business Development to focus on these few specific pre-qualified opportunities thus not having to hire a director of business development to handle this part of the process.

For more information on how we can deliver similar results for you, please contact:

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