

Case Study

Driving Strategic Growth for a Healthcare Packaging Company

Background

A small, family owned healthcare packaging organisation had been operating independently for over 30 years before being acquired by a private equity firm. The President of the US division, who we had an established relationship with, approached Verbatim Pharma for recruitment support as the company faced leadership transitions.

The Challenge

To support the company's growth under new ownership, three senior level roles needed to be filled. Competing against several other agencies, Verbatim Pharma participated in pitches and strategy sessions with both the company and the private equity group to understand their vision and leadership requirements.

Our Approach

1. Strategic Collaboration: We were invited to participate in meetings to help define the company's new leadership structure, providing insights that aligned with their long term goals.
2. Retained Engagement: Our approach resonated with the company and PE group, leading them to engage Verbatim Pharma on a retained basis to ensure a focused, consultative recruitment process.
3. Successful Execution: Leveraging our expertise, we successfully placed three senior level roles crucial to the company's transition and future growth.

Outcome

Through our strategic insights and successful placements, Verbatim Pharma became a trusted partner to both the healthcare packaging organisation and the private equity firm, securing an ongoing relationship to support their growth trajectory.