



# HEALTH CAREER

WE BUILD  
HEALTHY CAREERS!



**ISG-HEALTHWORLD –**

THE TRUE COMPETITIVE ADVANTAGE  
IN ANY BUSINESS ARE THE PEOPLE!

# WE DON'T PREDICT WE ARE THE BEST, WE PROVE IT TO YOU! – ISG-HEALTHWORLD.

## SNAPSHOT OF KEY FACTS

ISG-HEALTHWORLD represents the global recruiting and executive search sector at ISG-Group that is purely related to the Medtech-, Pharma-, Life Science-, Consumer Medical-, Hospital-, Health Insurance- and Allied Health Care Industries. We offer client project execution by a direct search approach from candidate identification to placement & 360-degree feedback.

Furthermore, we include a number of additional factors linked to the value chain of our client, such as: client's time, client's costs, client's HR resource as well as cultural and ethical aspects. Additionally, further services like: Employer Branding, HR-Development & Training, HR-Diagnostics & Assessments and Outplacement-services are completing our customer portfolio.

<b>Company name:</b>	ISG - Healthworld (The Healthcare Sector of ISG)
<b>ISG-Group foundation:</b>	Year 1999
<b>Overall number of office locations:</b>	More than 60 office locations in over 37 countries worldwide - strongly growing!
<b>Overall number of employees:</b>	900+ Employees
<b>Company Vision:</b>	To become recognized as a global market leader in Health Care- Medical Devices, Pharma, Biotech and hospital recruiting & executive sourcing
<b>Our company network:</b>	Approximately 75.000 Health Care contacts globally (at B- and C-Levels). Active cooperation with the most attractive Medical Devices, Pharma, Biotech and Health Care Employers. Direct contact to approximately 800 CEOs. Established relationships with a number of recognized leaders, top influencers, industry decision makers and subject matter experts at the global level Advanced university relations with the most important, global, academic institutions & centers for high level executive education. More than 500.000 candidate profiles & 30.000 company-customers in our database.
<b>Top industries:</b>	Health Care, Medical Devices, Medical Diagnostics, Pharma & Generics (Human- & Animal), Human- & Plant-Biotechnology, Life Sciences, Consumer Healthcare, Imaging Technology, Cosmetics & Specialty Chemicals, Health Care-IT & Bio-Informatics, Dental Medicine, Sports-Medicine & Fitness, Clinical Nutrition, Hospitals & Senior Residences, Health Insurance Companies, Health Care Consulting, Health Tourism & Spa.
<b>Top functional sectors:</b>	Marketing & Sales, Health Economics & Market Access, Pricing & Reimbursement, Regulatory Affairs, Medical Affairs, Quality Management, Hospital Administration & -Management, Health Care-IT & Bio-Informatics, Scientific Research, Preclinical- & Clinical Development, Medical Production, -Automation & -Manufacturing, Medical Purchasing, Logistics and SCM, HR, Legal & Health Care-Finance, Health Care Communications & -Advertising
<b>Overall geographical exposure:</b>	Europe, LATAM, North America, APAC, Africa
<b>Top markets &amp; regions</b>	Austria, Germany, Hungary, Turkey, Switzerland, Denmark, Italy, Spain, Serbia, Romania, United Kingdom, Ukraine, Sweden, USA, Liechtenstein, Belgium, France, Slovakia, Czech Republic, Netherlands, Ireland, Poland, Singapore.

YOUR BUSINESS IS IMPORTANT TO US EVEN IF YOU DO NOT WORK WITH US! – ISG-HEALTHWORLD.

# WORKING WITH US LEADS YOU TO “HEALTHY” REVENUES. – ISG-HEALTHWORLD.

## SERVICE PORTFOLIO - OVERVIEW

ISG-Healthworld is a globally renowned & specialized team of former industry executives who specialize in placing senior executive assignments & leadership positions within public, early stage, emerging growth, private equity and venture capital backed life sciences, biotech, pharma, medical devices and diagnostics organizations.

At ISG-Healthworld we are helping European-, US-, LATAM-, Asian and African companies to successfully recruit, set-up and run

their business-operations from a Human Resources- and recruitmentchain perspective. Hospital-Groups and Health Care-Providers or Health Care companies originated in Europe, North America, LATAM, Asia and Africa with a dedicated focus on Scientific Research, Biotech, Pharma and Medical Devices, who have recently received market authorisation (and who seek to find new employees at Junior-, Middle- & Senior Management- or VP- & Board- Management - level) can strongly rely on our outstanding experience.

### Client focus related to Executive Search is:

Healthcare private equity and venture capital funds in the range of \$50M to \$500B AuM	Privately and public held firms (for-profit) in the range of \$10M to \$500B	Global Life Sciences, Biotech, Pharma, Medical Devices/Diagnostics, Innovation & Digital Health Transformation
Start-up, Spin Offs, small-, mid- and large-size enterprises, turn-around operations	Healthcare Private Equity and Venture Capital backed companies	Multinational Blue chip organizations

### ISG - Healthworld (International Service Group) is offering the whole health care value chain in the following service-areas:

Personnel Consulting & Recruiting	C-Suite & Board Level Services	Executive Search	Interim Management	Talent Mapping	Market Mapping
Diversity Mapping	Talent Monitoring	Development & Training	Potential Analysis & Diagnostics	Leadership Assessment	Outplacement

### The ISG-Group offers its worldwide recruiting-, executive search-, development and training- and outplacement-solutions for the following target-groups of candidates:

C-Suite and Board Level	General Management	Vice Presidents and Senior Vice Presidents	Directors and Senior Directors	Top Management	Senior Management
Middle Management / Line Management	Industry Specialists	Engineers	Scientists	Young Professionals	Graduates

**EMPLOYEES ARE THE MOST IMPORTANT SUCCESS-FACTORS FOR YOUR BUSINESS, ESPECIALLY IF THEY COME FROM ISG-HEALTHWORLD!**







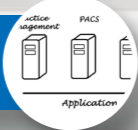











# ISG-HEALTHWORLD STANDS FOR CAREER AND HEALTH – WHO DOES NOT STRIVE FOR?

## HEALTHWORLD INDUSTRY FOCUS

Medical Devices, Surgical & Implantology	Clinical Nutrition, Clinical Food & Dietary Products	Dental Medicine & Orthodontology	Medical Professionals
Medical Capital Equipment & Imaging Technology	Health Insurance & Health Care Finance	Animal Health and Veterinary Medicine	Health Tourism, Spa & Medical Travel
Medical Diagnostics, Laboratory & Testing	Chemicals, Fine Chemicals & Specialty Chemicals	Sports Medicine & Fitness	International Aid & Non-Profit Organizations
Pharma and Generics	Cosmetics, Perfumes & FMCG	Medical Rehabilitation and Robotics	Alternative Medicine, Beauty & Well-Being
Biotechnology, Cell Biology & Life Sciences	Health Care Consulting Industry	Hospitals and Senior Residences	Health Care IT, Digital Health & Medical Informatics
Consumer Healthcare	Medical Communications & Advertising Industry	Medical Automation, General Engineering & OEM	Micro & Nanotechnology, Material Sciences

AS A COMPANY YOU ARE NOT REALLY SATISFIED WITH YOUR CURRENT RECRUITING PARTNER? WHY NOT GOING FOR SOMETHING COMPLETELY NEW - ISG-HEALTHWORLD!

## TYPICAL ROLES & FUNCTIONS THAT WE RECRUIT

<p>Commercial Marketing &amp; Sales Business Development</p> 	<p>Medical Communications, PR &amp; Advertising</p> 	<p>Hospital Administration &amp; Management</p> 	<p>Clinical Discovery &amp; Development</p> 
<p>Market Research &amp; Business Intelligence Medical Education</p> 	<p>Purchasing &amp; Strategic Sourcing</p> 	<p>Health Care IT Management &amp; Informatics</p> 	<p>Medical Manufacturing, Production &amp; Prototyping</p> 
<p>Health Economics &amp; Market Access   Pricing Reimbursement</p> 	<p>Controlling &amp; Finance</p> 	<p>Medical Assignments</p> 	<p>Bioprocessing   Pharmaceutical Engineering &amp; Packaging</p> 
<p>Environmental Health &amp; Safety Occupational Medicine</p> 	<p>Logistics &amp; Supply Chain Management</p> 	<p>Medical Controlling &amp; DRG Management</p> 	<p>Regulatory, Quality &amp; Safety</p> 
<p>Health Consulting &amp; Health Advisory</p> 	<p>Human Resources &amp; Legal</p> 	<p>Scientific Research (Biotechnological &amp; Pharmaceutical)</p> 	<p>Scientific Advisory &amp; Medical Education</p> 

# WE RECRUIT SO THAT YOU CAN SAFELY CONCENTRATE ON YOUR CORE BUSINESS

## REFERENCE PROJECTS

### C-SUITE & BOARD LEVEL SEARCH

- Chief Finance Officer (Interventional Radiology)
- Global VP Market Insights (Endovascular Interventions)
- General Manager BENELUX (Patient Monitoring)
- Global Head of Portfolio Management (Big Pharma)
- Vice President Western Management (Imaging)
- Senior Vice President European Markets (Ultrasound)
- Chief Medical Officer (Pharma)

### HEALTH CARE IT & BIOMEDICAL INFORMATICS

- European Director Data Management (Orthopedics)
- Lead Data Manager (Orthopedics & Trauma)
- International Expert Bioinformatics (Biotech)
- Director Sales RIS/PACS (Imaging Client)
- European Manager Clinical Application Systems
- Department Head Hospital IT (Hospital Group)
- Senior Developer Mobile Application (m-Health)

### PRE-CLINICAL & CLINICAL

- Head of Pre-Clinical Development (Global Pharma)
- Clinical Operations Manager (US-Pharma)
- International Manager Bio-Analytics (Laboratory)
- Head of Study Management (CRO Client)
- Director Research & Development (Cardiology)
- Head of Clinical Affairs (Endovascular)
- Senior Director Process Engineering (Vaccines)

### REGULATORY AFFAIRS & QUALITY

- Sen. Director Regulatory Affairs (Big Pharma)
- Director Quality Assurance (Pharma)
- Submissions Manager (Biotech)
- Senior Manager Regulatory & Quality (Implants)
- CE Branding Experts (Electrophysiology)
- Senior Director Process Engineering (Vaccines)
- Global Regulatory Head (Implantable Devices)

### FINANCE, LOGISTICS, HR & LEGAL

- Chief Legal Counsel (Health Insurance)
- Medical Risk Manager (Life Insurance)
- Investment Manager Health (Investment Bank)
- Director Supply Chain Operations (Consumer Health)
- Human Resources Sen. Director (Reconstructive Spine)
- Senior Manager Accounting (Global Pharma)
- Head of Purchasing (Medical Devices Group)
- Senior Client Manager SAP Finance (Consulting)
- Head of Indirect Sourcing (International Pharma)
- European Director Legal Compliance (Biotechnology)

### HOSPITAL & SENIOR RESIDENCES

- General Manager (Hospital)
- Director of Patient Management & Service (Hospital)
- Department Head Finance & Logistics (Hospital Group)
- Facility Manager (Nursing Homes)
- Director Human Resources (Regional Hospital Client)
- Hospital Manager (University Clinics)
- Head of DRG-Management & Coding (Hospital)
- Senior Controller (Senior Living Homes)
- General Manager Patient Hotel (Acute Care Hospital)
- Hospital Accreditation Specialist (University Hospital)

### COMMERCIAL SALES & MARKETING

- Senior Director Global Sales (Dental Implants)
- Global Business Development Manager (Devices)
- European Product Manager (Wound Care)
- Marketing Director (Interventional Radiology)
- Area Sales Leader (Dental Consumables)
- Director Sales Force Effectiveness (Endovascular)
- Vice President Marketing & Sales (Spine & Trauma)
- Regional Medical Lead (Pharma)
- Senior Medical Affairs Manager (Pharma)
- Country Manager (Nephrology & Dialysis)



































### HEALTH ECONOMICS & MARKET ACCESS

- Market Access Director (European Pharma)
- Sen. Vice President Health Economics (Surgical)
- Global Head Health Economics Modeling (Biotech)
- Director Cost Utility & Effectiveness (Pharma)
- Senior Health Economics Manager (Heart Valves)
- Modeling Expert (Generics)
- Sen. Director HTA (Reconstructive Surgery)
- Sen. Manager Value Proposition (Trauma & Spine)
- Director Global Dossier Development (Biotech)
- Strategic Political Affairs Manager (Biosimilars)

THE HEALTH-STATUS OF YOUR COMPANY IS OUR MAJOR INTENTION! – ISG-HEALTHWORLD.

# ISG-HEALTHWORLD – PROBABLY THE MOST RELIABLE HEALTHCARE RECRUITMENT COMPANY!

## OFFICE-LOCATIONS

AUSTRIA – GLOBAL HEADQUARTERS ISG Personalmanagement GmbH					
ARGENTINA		FRANCE		RUSSIA	
BELGIUM		GERMANY		SERBIA	
BOSNIA-HERZEGOVINA		GREECE		SINGAPORE	
BRAZIL		HUNGARY		SLOVAKIA	
BULGARIA		INDIA		SLOVENIA	
CANADA		ITALY		SOUTH AFRICA	
CHILE		LATVIA		SPAIN	
CHINA		LITHUANIA		SWEDEN	
COLOMBIA		LUXEMBOURG		SWITZERLAND	
CROATIA		MEXICO		TURKEY	
CZECH REPUBLIC		NETHERLANDS		UKRAINE	
DENMARK		PERU		UNITED KINGDOM	
ESTONIA		POLAND		URUGUAY	
FINLAND		ROMANIA		USA	

# HEALTH CAREER

## HEALTHWORLD MANAGEMENT-TEAM – GLOBAL HEADQUARTER AUSTRIA



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