

SALES ACCELERATOR

Overview

Sales Accelerator is a sales force recruiting solution that combines strategic planning, experienced recruiting, and deep talent assessment to support organizations who are navigating through launching or expanding a team, or for steady state recruitment.

TSP's Sales Accelerator team understands what you're up against, and has the industry know-how to deliver the best Commercial talent, quickly. We exclusively service the Biotech, Pharmaceutical, Diagnostic, and Medical Device industries, and support several areas of recruitment: Sales, Sales Leadership, Sales Training, Market Access, and Reimbursement. Additionally, through our parent company, Syneos Health, we can tap into additional services to support other aspects of your Commercialization efforts.

We have worked with both emerging companies launching their first product, and with established pharmaceutical organizations spanning many therapeutic areas. From a 20-person, specialized Rare Disease sales force to a 600-head Primary Care team, our recruiters have the breadth and depth of experience to support our diverse clients.

With Sales Accelerator, you have access to a comprehensive and customizable sales force build, expansion and vacancy management solution, including:

A scalable team of accomplished recruiters who listen and engage your team to find the best candidates

A custom assessment tool to identify traits and behaviors that are important to your unique culture

In person or virtually, our dedicated operations team can manage small or large hiring events to support your build or expansion

Our in-house employer brand and talent marketing team delivers custom creatives in your branding to attract the right talent at the right time


Structured to Attract, Assess & Retain Top Commercial Talent

- More than 19,000 hires in the last 5 years
- Our recruiters have 8+ years experience recruiting Sales talent in the Life Sciences
- On average, we execute delivery of a launch/expansion team within 8-12 weeks
- We have regionally located recruiting teams. This is critical for your success because our people have built strong networks and relationships in these areas

Our clients say we are stars.




Out of 2829 survey responses received




15 COUNTRIES

United States, Canada, Argentina, Italy, France, Spain, German, Finland, Sweden, Denmark, Netherlands, India, UK, China, Japan




2021, 2022 and 2023 Baker's Dozen Award Winner by HRO Today



8-Time Candidate Experience Award Winner



~110 RECRUITERS GLOBALLY
Across Commercial recruitment organization



TALENT NETWORK
400k Commercial Candidates

Products We've Launched Over the last 5 Years:

30+