

# JOB DESCRIPTION

## SENIOR COMMERCIAL EXECUTIVE - LIFE SCIENCES



<b>Job title</b>	Senior Commercial Executive – Life Sciences
<b>Reporting to</b>	Head of Commercial
<b>Job location</b>	Remote (UK/EU) – occasional international travel to events
<b>Employment status</b>	Permanent, Full-Time

### CANDIDATE PROFILE

First and foremost, The DPO Centre is a service business. We look only to recruit proactive, motivated, enthusiastic, customer driven, commercially aware team players, who can clearly demonstrate a passion for what they do and therefore offer an ideal fit with our core values and culture.

To support our continued growth, we are looking for a Senior Commercial Executive with a background in selling services into the Life Sciences sector. This role is ideal for a naturally engaging and commercially confident individual who thrives on building senior relationships, creating momentum in opportunities, and closing high-value consultative deals.

You will drive and deliver new business targeting pharma, therapeutics, biotech, medical device, and Clinical Research Organisations where data protection obligations are significant and subject to greater scrutiny from regulators.

You will be tenacious yet consultative, with the credibility, presence and commercial confidence to build trusted relationships quickly with senior stakeholders across legal, clinical operations, compliance, risk and regulatory functions.

This is an opportunity for a commercially ambitious individual to continue to shape The DPO Centre's growth within the Life Sciences sector. The role is fast-moving and highly visible with genuine opportunity to influence go-to-market strategy and future commercial direction.

### DUTIES AND RESPONSIBILITIES

#### Sales & Pipeline Management

- Own and convert a high-quality inbound pipeline while identifying and closing new commercial opportunities within the Life Sciences sector
- Manage and maintain accurate pipeline records on our CRM (HubSpot), with full visibility of forecast and deal status
- Achieve individual sales and conversion objectives that contribute to the overall team target
- Identify cross sell opportunities across the group and follow-up on referrals

#### Client & Stakeholder Engagement

- Represent The DPO Centre at Life Sciences industry events, privacy conferences, and sector webinars. (e.g. OCT, Bio, DIA and other US and EU industry events)
- Demonstrate our thought leadership through presentations and joining panel talks to build brand presence, instil confidence in our capabilities and generate leads
- Engage confidently with senior stakeholders in Life Sciences organisations (Head of Clinical Operations/Legal/Risk/Compliance) to communicate our value proposition clearly and credibly
- Ensure seamless handover of new client wins to the internal project management team

#### Strategy & Collaboration

- Contribute actively to the commercial team's sales strategy and go-to-market planning
- Feed Life Sciences market intelligence, competitor insight, and client feedback back to leadership and marketing to continuously refine our sector positioning

### CAREER PROGRESSION

- Team leadership > Senior Management



## SKILLS AND EXPERIENCE



### Education and experience

- A proven track record of success in B2B sales, selling professional services or products to Life Sciences organisations
- Minimum 3 years' experience in a relevant sales or business development role



### Personal

- Tenacious and driven, with a consultative selling style
- Self-starter with strong personal drive and resilience
- Confident to engage and influence senior stakeholders including presenting at events
- Calm, resilient, and composed under pressure
- A collaborative team player who is equally effective working independently
- Commercially astute, with strong attention to detail and analytical thinking
- High degree of professionalism, discretion, and the ability to maintain client confidentiality



### Required skills

- Excellent verbal and written communication skills, with the ability to present to a variety of audiences
- Strong organisational skills with the ability to prioritise and manage conflicting deadlines
- Proficient in Microsoft Office (Word, Excel, PowerPoint), LinkedIn, and HubSpot or similar CRM system



### Advantageous skills

- A working knowledge of GDPR and the UK Data Protection Act 2018, sufficient to engage credibly with prospective clients
- An understanding of the data protection obligations specific to Life Sciences, including clinical trial regulations



### What success looks like

- Consistently progressing and converting high-value commercial opportunities at expected conversion rates
- Becoming a recognised and credible external representative of The DPO Centre within the Life Sciences community
- Contributing valuable market insight and helping shape future commercial strategy

## COMPENSATION & BENEFITS

We offer a highly competitive salary, plus commission that provides an uncapped OTE of £100,000. In addition, we provide a range of additional benefits, including those listed below.

Full details will be provided separately.



Professional Membership and Training Funds



Holiday Buy/Sell Scheme



Wellbeing Resources



Working Abroad Scheme



Remote/Hybrid Working



Maternity and Paternity Leave & Pay



Electric Vehicle Scheme



Bank Holiday Swap Scheme

## ABOUT US

The DPO Centre group, operating as part of Axiom GRC, is a multi-national data protection compliance consultancy formed in the UK in 2017.

We have provided outsourced Data Protection Officers (DPOs), privacy consultancy services, and GDPR Representatives to over 1000 organisations globally. The DPO Centre Canada Inc. is the most recent addition to The DPO Centre group of companies, which also consists of The DPO Centre Ltd in the UK, The DPO Centre Europe Ltd in Dublin, and The DPO Centre Netherlands B.V in Amsterdam, together with a network of representation offices throughout the 27 EU Member States.

Further details on The DPO Centre and our global team can be found at [www.dpocentre.com](http://www.dpocentre.com)

## OUR CULTURE

Fundamental to The DPO Centre's culture is our #OneTeam philosophy:

**'To inspire and develop one remarkable team that delivers the extraordinary'**

Contact with other members of our various teams will be frequent, as will the opportunities for team social activities. Our mission is to nurture talent and empower individuals. We believe in constantly improving our processes and the best practice framework we employ with our clients. Sharing knowledge and experiences is a vital part of our culture and ensures you will quickly become part of our motivated, sociable, and connected team. It's an essential aspect of our culture and also helps new recruits to quickly become part of our supportive and interconnected community.

We strive to be a team that doesn't just keep up, we set the pace.

## OUR PEOPLE

Within The DPO Centre family we have bakers, skaters, bike riders, walkers, avid readers, ultra-runners, budding photographers, musicians, and keen travellers. Our team comes from all corners of the world, including New Zealand, Poland, Mauritius, Mexico, South Africa to name but a few.

Please see for yourself and meet everyone on our team page.

[TEAM PAGE](#)

## WHY JOIN THE TEAM?

Our offer to you is the opportunity to work in a dynamic and varied role within a structured team of like-minded and motivated professionals.

The data privacy industry is rapidly evolving, so this role will involve working on projects that encourage continuous professional growth and innovation.

We are committed to empowering everyone in our **#ONETEAM** with the knowledge and opportunities to positively impact attitudes, behaviours, and legislation for the benefit of future generations.

## HOW TO APPLY



Submit your interest by completing the application process via the link provided. For any queries, please contact us at [recruitment@dpocentre.com](mailto:recruitment@dpocentre.com). Applications will close on Sunday 1 February 2026.



See our Candidate Recruitment Privacy Policy for full details of our data collection for vacancy applications.

[RECRUITMENT CANDIDATE PRIVACY NOTICE](#)



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