

JOHN TODD

Business Development Director, Intertek Pharmaceutical Services • Hexagon Tower, Blackley, Manchester, M9 8GQ

PHOTO



EDUCATION

BSc • 2008 • University of Manchester

MSc • 2009 • University of Teeside

PROFESSIONAL PROFILE

John has held commercial and management roles in several technology companies. He joined Intertek in 2015 and has been responsible for business development, account management, and stewardship of new and existing partnerships.

He routinely works with global companies to design tailored outsourcing contracts to meet their technical and commercial needs and has presented at conferences on outsourcing models for the biopharma sector.

EXPERIENCE

Business Development Director • Intertek • 2018 – date

Having joined Intertek in 2015 as a Business Development Manager was promoted in 2018 to Business Development Director. responsibilities include driving growth and strategic direction for commercial functions, leading the expanding business development team and working with global clients to design tailored outsourcing programs to meet their testing needs.

Technical Sales • Lucideon (formerly Ceram) • 2005 - 2010

As a technical resource within the sales team at Lucideon, liaised and communicated with clients to provide tailored solutions to their material issues, including novel product development, failure investigation, re-engineering and full identification. Built customer relations with both new and existing clients and managed specific client accounts.

Team Leader • HP • 2009 - 2010

Initially joined HP as processing operative and promoted to the role of Team Leader with main responsibilities including organising and directing 8 staff members, coordinating with management remotely and ensuring the processing of work was completed to meet deadlines.

