

Sanford Rose Associates®

Life Sciences Executive Search

Specializing in the Pharmaceutical and Biopharmaceutical Industries

Finding people who make a difference®

Sanford Rose Associates-Fort Lauderdale is a premier Executive Search firm, committed to helping you find the best candidates for your company in the shortest time. Our Practice specializes in placing senior and management level talent across all functional areas for our Pharmaceutical and Biopharmaceutical clients. We are highly confident that our candidates will help you build a better company.

Commitment to our clients

Our mission is to find the best candidates to fill your open positions faster—taking full advantage of our industry expertise, state-of-the-art technology, proprietary Dimensional Search® process and commitment to client satisfaction.



Sanford Rose Associates®

EXECUTIVE SEARCH

Sanford Rose Associates - Fort Lauderdale

Mark A. Soufleris, President
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“Our vision is to be viewed as an honest, ethical and highly competent Life Sciences Executive Search firm that helps drive increased organizational performance for our client partners.”

Mark A. Soufleris, President

Sanford Rose Associates® - Fort Lauderdale Life Sciences Executive Search

Specializing in the Pharmaceutical and Biopharmaceutical Industries

Our Value Proposition

- 15 year proven track record of providing leading candidates to meet our client needs
- 50 years of combined experience in the life sciences and executive search industries
- President's Club producing office for eleven consecutive years
- Hundreds of successfully completed searches across all functional areas for our clients
- Comprehensive, Dimensional Search® process finds you the right candidates
- As part of the global network of 65+ Sanford Rose Associates offices, we are able to scale up to meet all your hiring needs
- Your complete satisfaction is our #1 goal — visit our website below to see sample searches www.sanfordrose.com/ftlauderdale
- We specialize in conducting performance-based retained searches for our clients



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Mark Soufleris, President

Mark acquired his Sanford Rose Associates practice in 2006 following a very successful career in the pharmaceutical industry. He is a 30 year industry veteran who has dedicated his life to helping companies successfully develop and commercialize products that address significant patient needs. During this time, he has directed key strategic activities for large and small public and privately held companies that have included marketing, market research, business development, sales and investor and public relations functions. He has worked for industry leaders like Bristol-Myers and served at the vice president level for Wyeth, Novo Nordisk and Nabi Biopharmaceuticals.

In the nearly ten years prior to acquiring his search practice, Mark served at the Vice President level for Nabi Biopharmaceuticals, a south Florida biopharmaceutical company. During his tenure at Nabi, he directed several new product launches of life saving medicines while serving as the company's Vice President of Marketing. These included products in the hemophilia, liver transplant and hematology / oncology therapeutic areas. Mark also served as the Vice President of Investor and Public Relations and directed the company's IR / PR efforts during which time Nabi was able to increase the number of financial analysts covering the company from one to fourteen and their market capitalization experienced a four-fold increase to total over \$1 billion.

Following his acquisition of the Sanford Rose Associates Clearwater office, Mark moved the office to Fort Lauderdale. He specializes in conducting senior level searches for his pharmaceutical and biopharmaceutical clients. Mark was named President of the Sanford Rose Associates Owners Association Board of Trustees in 2009.

He received a Bachelor of Arts in Zoology from the University of Vermont and a Masters in Public Administration from Syracuse University. In addition, Mark is a member of NAPS and has successfully completed extensive training in professional interviewing skills, candidate assessment and the executive search process.

Mary Soufleris, Director and Search Consultant

Mary is co-owner of the office bringing nearly 15 years of sales and marketing experience with five years of Executive Search experience successfully serving the Pharmaceutical and Biotech industries. She has served in sales, sales management and training roles for Proctor and Gamble and Avon Products before becoming involved with executive search.

Mary received her Bachelor's in Retail from Syracuse University and has successfully completed extensive training in recruiting research, candidate assessment, professional interviewing skills and client presentations.

Christine Soufleris, Research Manager

Christine has provided significant data management and research support since joining the practice in 2007. She researches companies and potential candidates for our searches and has helped the office automate our search process. Christine's previous pharmaceutical industry experience includes three years working for a medical education company that develops educational symposia and conducts Key Opinion Leader Advisory Boards and two years working for an online interactive educational company.

Christine is a graduate of Florida State University.



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Our Dimensional Search® Process

Client
needs

Position
Profile E&Q

Search
Launched

Candidates
Identified

Presented
to Clients

Post
Placement
Follow-up

Resignation
Consultation

Test &
Present
Offer

Final
Reference
Checks

Interviews
& Debrief



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