

HOSPIRA

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Simon Norris, HR Director EMEA, Hospira

AN INJECTION OF ENERGY

Hospira is a global company that provides specialty pharmaceuticals and medication delivery devices to hospitals, clinics, home healthcare providers and long-term care homes. Its acquisition of Mayne Pharmaceuticals two years ago made it the world leader in specialty generic injectable pharmaceuticals. In the UK it currently supplies around 25% of the injectable cancer drugs used by the NHS.

In 2007 Simon Norris, HR Director EMEA, used Harvey Nash to find a new IT Director. “We turned to them because we felt they had an established excellence in IT, and we were so impressed by the job they did for us that we gave them the opportunity to look at some of our more specialist healthcare areas – not least marketing,” he explains.

Over the past 12 months Harvey Nash has carried out nine different assignments for Hospira: three IT roles, a senior marketing role, a UK general management role, two marketing manager jobs, a product manager job and an operations job.

Norris explains: “The pharmaceutical sector has an ongoing requirement for well-qualified, knowledgeable and talented people and we have to compete for them in a small pool. And although we are one of the fastest-growing pharmaceutical companies in Europe, we are not a household name.

“So Harvey Nash need to act as an extension of our HR department in order to represent the company in the marketplace. To do that they need to really understand us very well, and they have taken lots of time to ensure that they do.”

The standard of candidates the firm fields is good, but what sets Harvey Nash apart from other headhunters, says Norris, is the quality of service it provides.

“They manage the whole recruitment process very well, providing regular feedback without me having to chase them, and always giving us the impression that they are enthusiastic about filling our particular vacancies.”

He continues: “Not only are Harvey Nash very realistic in terms of the fees they charge us, but they are also willing to take on whatever we ask them to do. They take a long-term view of the relationship and work very hard on our behalf.”



- Pharmaceuticals company Hospira turned to Harvey Nash last year to find them a new IT Director. They were so impressed with the job the firm did that they asked it to fill some marketing and general management vacancies too
- Harvey Nash has completed nine IT, marketing and general management assignments for Hospira over the past 12 months
- Hospira is impressed by the level of service Harvey Nash provides, and, in particular, its enthusiasm and willingness to tackle a range of different assignments