



Kieran Canisius

Within the pharmaceutical and biotech worlds, the resourcing industry has changed dramatically in recent years and Kieran Canisius has been deeply involved in this evolution. She has seen it transform from a system that delivered temporary labor to one that now focuses on providing smart and custom-tailored outsourcing solutions.

Kieran has extensive experience in business development, training and operations. This gives her the practical knowledge and broad vision to understand the needs throughout the various departments in today's pharmaceutical and biotech firms.

Organizations are becoming more complex and expectations are higher than ever. This creates new demands for outsourcing. Kieran welcomes these challenges and finds that her experience allows her to see and understand the supplier's perspective, which is vital to the development of a winning strategy.

Kieran works with their clients to get to the root of the challenges their companies face and build lasting relationships based on hard work, creativity, honesty and trust.

Sabine Hutchison

In an industry where a rapidly changing R&D landscape is making the "standard" business models obsolete, Seuss Consulting clients get tremendous added value from Sabine Hutchison's multidisciplinary experience. Sabine has held strategic positions at companies ranging from international resourcing organizations to CROs and global central labs.

Trained as a chemist, Sabine soon discovered that she has a special talent for working with clients. Experience with pharmaceutical, biotech, medical device, CROs and resourcing firms has given Sabine a unique perspective and understanding of the industry that enable her to develop solutions and strategies others often overlook.

Sabine knows that the right outsourcing strategy is critical for success and that there's no "one size fits all" solution. She develops custom strategies including creative hybrid models, full-service or resourcing solutions. She feels that listening to clients and then asking the right questions are the keystone to delivering results.

Sabine believes in "keeping it simple" and teaming up with clients to develop solutions that deliver results.

