



## Consultant – New York, USA

We are looking for bright, highly motivated individuals to support the Bridgehead consulting team at our office in New York by contributing to all aspects of consulting activity with particular responsibility for the management of strategic and technical projects, taking ownership of client delivery, building client and associate relationships and assisting in business development activities. They will also play an active leadership role, developing project plans and ensuring projects are efficiently managed to that plan.

### Key Responsibilities

- Lead internal execution of successful projects in areas of:
  - Market strategy
  - Pricing and reimbursement
  - Transaction support
  - Opportunity evaluation
  - Health economics
- Follow standard procedures to undertake secondary research; understand and utilise all available data sources efficiently; make recommendations for new sources; gather and analyse data; identify and design appropriate methods of research
- Oversee the management of primary research programmes:
  - Lead colleagues in the delivery of interview programmes
  - Undertake telephone and face-to-face interviews with payers, KOLs and other stakeholders
  - Prepare structured discussion guides, making on-going amendments where necessary
  - Closely manage relationships with third party affiliates
  - Facilitate advisory board and workshop sessions
- Active involvement with on-going business development activities:
  - Identify, assess and help to secure follow-on business
  - Nurture existing client relationships to generate repeat business and become the key contact for the client
  - Draft full proposals and prepare accompanying project costing
  - Participate in bid teams and lead bids for allocated clients
- Execution of projects to a client ready standard:
  - Able to interpret client requirements to produce an appropriate project plan
  - Provide content knowledge to projects
  - Able to manage own time across multiple simultaneous projects
  - Oversee input from analysts, senior analysts and associates to ensure project is delivered to time and budget
  - Ensure all data is accurate and consistent, and any inconsistencies are addressed prior to internal review
  - Ensure appropriate referencing, formatting, spelling and grammar



- Proactively communicate with colleagues at all levels to ensure mutual exchange of information
- Provide constructive feedback to colleagues on a project by project basis, identifying potential issues and offering solutions as they arise
- Facilitate end of project review meetings to identify potential areas for improvement
- Utilise own knowledge and expertise to support the induction and development of colleagues

### **Candidate Requirements**

- 2 to 5 years' experience in pricing and reimbursement, market access or related healthcare consulting experience across US or global markets; prior consulting experience preferred
- Excellent knowledge of the US healthcare system and the US pharmaceuticals market; knowledge of various therapeutic areas preferred
- Excellent project management skills
- Experience in dealing directly with clients
- Prepared to work to tight and immovable deadlines, e.g. proposal submissions
- Excellent organisational, writing, presenting and planning skills
- Used to working in a collaborative team environment
- Ability to identify core issues and create solutions
- Flexibility and willingness to travel if necessary
- A positive work ethic and a "can do" attitude
- A solid track record of academic achievement. Undergraduate and preferably graduate degree from a top-tier academic institution
- Additional language skills beyond English are welcome

**This position is based in New York City. Bridgehead International is an equal opportunity employer.**

**If you are interested in applying for this post, please forward a copy of your current résumé to [careers@bridgehead.com](mailto:careers@bridgehead.com)**