



Senior Consultant – Boston, Massachusetts, USA

This is an excellent opportunity for an individual from a healthcare consulting or industry background, with experience in diagnostics, med tech or market access and pricing and reimbursement to progress their career within a strategic pharmaceutical consultancy, providing input on global projects for our multinational client base.

The post-holder will be accountable for helping to execute an aggressive growth strategy within the organization. This will be achieved through effective project and client management; analysis, recommendation and conclusion forming; strategic planning; business development; and personnel development.

The primary focus of this role will be:

- Project management: ensuring high levels of client satisfaction through the delivery of insightful evidence based market access related recommendations designed to 'pressure test' the client's current strategies and thinking
- Information gathering: managing the collection and synthesis of information from multiple sources such that it may be utilized strategically
- Strategic thinking: driving the analysis of the market, stakeholder and competitor information to form coherent and linear conclusions and recommendations designed to meet the client's business objective
- Business Development: input into the business planning, account management, new business development and product design initiatives
- Employee Management: line and project management responsibilities with a key focus on employee development through effective mentoring and training
- Business Improvement: evaluate office based business processes being used and advise and drive necessary changes

Candidate Requirements

- In excess of 5 years' experience in pricing and reimbursement or market access across global markets
- Excellent knowledge of US Medicaid and Medicare agencies, and the US pharmaceuticals market
- Excellent project management and leadership skills
- Experienced in fostering relationships with clients
- Prepared to work to tight and immovable deadlines, e.g. proposal submissions
- Excellent organisational, writing 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



If you are interested in applying for this post, please forward a copy of your current résumé to careers@bridgehead.com