



Principal / Vice President – New York, 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 Principal Consultant / Vice President will be required to work with major international clients, taking the lead on business development activities, nurturing and cementing relationships with key customers and tabling bids and proposals for projects. This person will also naturally be responsible for the delivery of projects, often multiple projects simultaneously, and advising and guiding more junior staff in their work. Indeed a major part of this role will be to act as a mentor for the less experienced members of the team.

The role also affords future opportunities to progress within the group, either in the UK or internationally.

The primary focus of this role will be:

- Developing commercial strategy and new business generation opportunities in the fields of market access and pricing, expanding the contact base and bidding for new projects.
- Planning, managing and delivering projects to time and on budget, contributing significantly to deliverables and hitting relevant targets
- Communicating effectively with clients through the full lifetime of projects and managing their expectations accordingly
- Working as a collaborative team member, assisting and guiding more junior members of the team as required
- Providing specialist knowledge and expertise in relevant areas and using said knowledge to broaden the company's prospective range of services
- Leading and mentoring the team and taking responsibility for monitoring its compliance with group policies and systems, whilst ensuring adherence to said systems on a personal level too

Candidate Requirements

The successful candidate will be an experienced and highly capable pharmaceutical consultant, with a proven track record in delivering successful consultancy projects over a number of years and some experience of winning new business and leading project activity. Our client is looking for a bright, clear-minded individual of graduate calibre, ideally with a degree and initial background in life sciences or similar relevant area, with excellent analytical skills.

Candidates should have experience of managing multiple projects and have had exposure to working internationally, with fluency in languages other than English a distinct advantage.



Communication generally will be key, with the ability to convey ideas clearly and influence all relevant stakeholders including clients and team members crucial to the success of the role.

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