

## Senior Consultant – Commercial Consulting

**Line Report:**                      **Divisional Head**

### KNOWLEDGE/EXPERIENCE REQUIRED FOR THE ROLE:

- Pharmacological, medical sciences PhD or MBA supported by a scientific degree
- Minimum of six years pharmaceutical, consultancy or agency experience working in pricing and reimbursement, market access, health economics and outcomes research
- Proven project delivery, business development and new service offering development capabilities for consulting or agency assignments for pharmaceutical/healthcare industry sector clients
- Proven consulting, project/account management and editorial capabilities
- Thorough understanding of the drivers and barriers to commercial market access for pharmaceutical/healthcare industry sector clients
- Commercial acumen

### MAIN PURPOSE OF THE ROLE:

- Define, document and deliver work programmes:
  - explain/present Pope Woodhead's purpose and capabilities to potential and existing clients
  - negotiate business with clients and write discussion documents and proposals
  - scope, plan and lead major, multi-component work programmes
  - monitor resource, budget and delivery requirements
  - liaise with Principle Consultant and Operations Manager re personal and team workloads, programme status, resource requirements, costings and budgets
  - liaise with Finance Director re programme costings and budgets, and client invoicing.
- Client account development:
  - maximise new work opportunities (programme development and new leads)
  - lead and contribute to sales activities.
- Practice development:
  - work with the Divisional Head and Principle Consultant to provide thought leadership and innovative practice offerings
  - represent Practice on relevant industry bodies or present at conferences.
- Team management and development:
  - delivery team management (resource utilisation including collaboration with other practices and Operations Manager)
  - working with the Principle Consultant and Divisional Head to identify and support training and development needs of team members.

### KEY COMPETENCIES:

- Analytical & authorship/editorial skills: ability to analyse and interpret scientific data, research and write structured reports, write to different styles, audiences and vehicles, edit others work.
- Consulting skills: ability to reduce complex information into simple, actionable frameworks; ability to innovate and develop new solutions.
- Organisational skills: ability to prioritise own and team workloads; work to deadlines and under pressure.
- Communication and interpersonal skills: ability to work in multiple teams or alone; communicate with people at all levels; negotiate and lead; present and deliver with clarity and confidence.
- Project management skills: ability to bring about successful completion of specific goals and objectives whilst adhering to project constraints of scope, time and budget on major multi-component work programmes.
- Account management skills: ability to develop a working relationship with senior client contacts to maximise new work opportunities.
- Motivational skills: ability to develop people/teams, setting goals/focusing on achievements.
- Computer literacy: ability to use Microsoft Office suite.

### ROLE DEVELOPMENT:

- Individual responsibility for identifying training and development needs.
- Development of advanced consulting and project/key account management skills.
- Deputise for Principle Consultant
- Development of new service offerings, including use of Associates/sourcing new Associates.
- Demonstrate leadership in an area of personal expertise to support practice offering development.