

**JOB DESCRIPTION**  
**Head of Commercial Consulting**

**Line report: Andrew Hobbs - Managing Director**

**Management report: PW Board**

**KNOWLEDGE/EXPERIENCE REQUIRED FOR THE ROLE:**

- Extensive experience in marketing plus one or more of the following areas:
  - Health Economics
  - Pricing and reimbursement
  - Market access
- Business Development experience
- Capable of scoping and delivering projects
- Team management experience with proven leadership qualities
- Extensive global commercial consultancy experience
- Customer focused
- Strategic thinker capable of driving offering development
- Currently a senior manager with board level potential
- Team player
- Degree or PhD level science or economics

**Responsibilities of position:**

- Drive the commercial consulting division with a focus on value based consulting and communications from <£1M- to >£1.5M of business from existing and new clients
- Business development
- Offering development
- Team management and development
- Key player in defining company strategy
- Scoping and delivery of projects



popewoodhead  
and associates limited

t: +44 (0)1480 300300  
f: +44 (0)1480 497970

**Dynamics of the current team:**

Reporting into Andrew Hobbs, Managing Director

Current team/line management –2 principal consultants (practice heads), 2 senior consultants/consultants and 1-2 analysts + associates

**Location** St Ives, Cambs

**Training** As this person is already well established in their career, it is expected that minimal training will be required but that they will be able to develop their team

**Ideal Start date:** mid 2008

**Salary:** competitive basic plus bonus. Potential for share options based on performance

**What companies would the ideal candidate come from:** Probably a larger consultancy/agency. Could be from Cambridge Pharma, Bridgehead, Simon Kucher, WG, LEK etc.

**INTERVIEW PROCESS:**

Stage One: Initial interview with Andrew Hobbs

Stage Two: TBC

Stage Three: TBC