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# Senior Consultant (Full time role)

Job Description  
August 2023

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**Newmarket Strategy** is a rapidly growing, boutique consultancy firm operating at the cutting edge of healthcare innovation. Our team has operated at the highest levels of industry, the NHS and government and our deep insight and expertise spans regulation, commercial and go-to-market strategies, reimbursement, and policy. We apply these across the sector - from life science to digital health, healthcare services, and infrastructure.

Whether we are advising pharmaceutical companies, world-renowned research institutes, global investment funds or digital health companies, the common thread is our focus on health innovation and our desire to improve patients' access to the best care. We take pride in the fact our team has supported some of the most innovative and groundbreaking health technologies to reach NHS patients and clinicians.

We are looking for a bright, passionate, knowledgeable and committed person with approximately two to three years' experience of relevant experience to join Newmarket Strategy's Digital Health Team as a Senior Consultant.

## **About the role**

As a Senior Consultant in our Digital Health division, you will play a role in driving digital transformation within the healthcare sector and will directly support our clients on a variety of projects, such as commercial and go-to-market strategies, facilitating their success in the digital health landscape. You will be working very closely with the Director of Newmarket Strategy's Digital Health Team to help clients achieve their objectives.

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**For further information please contact  
Eleonora Harwich on +44 20 7368 1611 or [ele.harwich@newmarket-strategy.com](mailto:ele.harwich@newmarket-strategy.com)**

**Core responsibilities include:**

- **Partnership and Collaboration:** Support with the evaluation of potential partnerships and collaborations for clients. Provide support with the operationalisation of these partnerships that strengthen our clients' market position and enhance their digital health offering.
- **Go-to-Market Strategies:** Support with the creation and implementation of effective go-to-market strategies for new digital health products and services. Conduct market analysis, competitor research, and customer segmentation to identify key opportunities and target audiences. Provide insights on our clients' value proposition.
- **Market Entry and Expansion:** Support with advising clients on market entry and expansion strategies in the digital health space. Analyse market dynamics, regulatory requirements, and reimbursement models to support successful market penetration.
- **Thought Leadership:** Stay abreast of policy and industry trends as well as regulatory changes, and digital health innovations. Contribute to thought leadership pieces and whitepapers to help our clients position themselves as leaders in the digital health space.
- **Client Engagement:** Build strong relationships with clients, acting as a trusted advisor and thought partner. Support the elaboration of strategic recommendations and business cases to senior executives and key stakeholders.
- **Project Management:** With the support of the Digital Health team Director, you will lead and oversee projects to ensure their successful execution. You will be responsible for updating and monitoring project progress, manage risks, and maintain alignment with client objectives.

You will start as a key figure in our fast-growing business; at Newmarket Strategy, we recognise hard work and employees' ability to take initiative. Curiosity, effort and an ability to learn quickly will be rewarded with rapid progression and significant autonomy. We pride ourselves on a collaborative culture and working environment, with a close-knit support structure in place. You will receive guidance from the Senior Management Team from the very beginning, to help you reach your potential.

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## Skills and experience

We are keen to develop a high-functioning and diverse with a broad set of skill and experiences, please do apply even you do not fulfill all the criteria laid out below.

- **Experience:** You will have 2-3 years of experience in the digital health industry in a start-up, scale-up, larger corporate or experience within management consulting, strategy, or business development within the digital health industry. Please do not refrain from applying if your background does not fit this description, but you feel qualified to do the job. We are open to other backgrounds.
- **Passionate:** We are keen to create a team that is both passionate and knowledgeable about the NHS, digital health and the life sciences industry. You will have a passion for innovation and an entrepreneurial mindset, with a focus on driving transformative change in the healthcare industry.
- **Sector Knowledge:** You will have a good understanding of the digital health landscape in the UK, including healthcare regulations, NHS structures, and emerging technologies.
- **Problem-Solving and analytical skills:** You will have strong problem-solving and analytical abilities. You are able to identify strategic opportunities and making significant contributions to the design of effective solutions. You have an ability to synthesize complex information into clear and actionable insights as well as strong attention to detail.
- **Communication:** You will have good communication and presentation skills, with the ability to articulate complex ideas to diverse stakeholders.
- **Business Acumen:** A strong business mindset, with a keen understanding of market dynamics, competitive landscapes, and industry trends.
- **Adaptability:** Ability to thrive in a dynamic and fast-paced consulting environment, managing multiple projects simultaneously and delivering work on time.
- **Teamwork:** You will enjoy working in teams, with the ability to take initiative and seek input from senior team members where required. You have a sociable and professional approach to interacting with colleagues and clients.

## Benefits

- Competitive salary with significant annual performance-based bonus scheme
- Pension contributions
- Central London location
- Flexible, hybrid-working opportunities

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- 20 days of annual leave in addition to bank holidays and the days between Christmas and New Year
  - Cycle to work scheme.

### **Application**

We strive to ensure that opportunities to work at Newmarket are open to all. We treat all job applications equally. We do not use CVs or a typical cover letter format to recruit within the Digital Health team, so please do not send your CV or cover letter. We want to understand you and how your academic and professional experience have prepared you for the role, why you are specifically interested in working for Newmarket Strategy as well as your passion and knowledge for the digital health industry.

To apply, please email a document with your response to these 3 questions:

- i) How does your academic and professional experience make you a suitable candidate for this role? (300 words max)
- ii) Why would you like to work for Newmarket Strategy? (250 words max)
- iii) In your view, what is the biggest challenge facing the digital health sector in the UK? (350 words max)

We treat all job applications equally. **The application deadline is 7<sup>th</sup> September 2023 at 5.30pm. However, applications will be reviewed on a rolling basis, which means that if we find a suitable candidate before the application deadline, we will be closing this recruitment round. We encourage you to apply as soon as possible.**

Please **email [careers@newmarket-strategy.com](mailto:careers@newmarket-strategy.com)** clearly stating in the subject line the job title you are applying for. Your application will not be considered unless you meet the application requirements above.