
Director and Practice Lead – Strategic Government Affairs

Newmarket Strategy, a London-based specialist health and life sciences consultancy, is recruiting a Director to lead and grow our Strategic Government Affairs practice. We are looking for an ambitious leader with a deep understanding of policy and politics who shares our passion for health innovation.

About Newmarket Strategy

Newmarket Strategy is a specialist health and life sciences consultancy dedicated to helping our clients bring their health innovations to market. We use our deep sectoral insight and expertise to overcome the unique commercial, policy and regulatory challenges this requires.

Our expertise spans all key sectors – including pharma, biotech, healthcare services, life sciences, medtech and digital – and we provide our clients with a wide spectrum of strategic advice and technical support across the innovation value-chain.

Strategic Government Affairs: developing our offer to clients

As we grow, Newmarket Strategy is expanding the range of services we provide our clients. A central element of this enhanced offer is the provision of strategic government affairs support, helping our clients make the case for the use of their health innovations to senior stakeholders in the main policymaking, regulatory and procurement authorities.

The development of our strategic government affairs practice fits with our overall approach of providing senior counsel relating to the health and life sciences industries, where the application of our technical expertise in the field is used to help promote health innovations that will improve or save lives.

Building on our existing work in this area, we are now seeking an entrepreneurial leader – with excellent client service skills and strong political & policy networks – to lead this practice and create a high-performing team.

As *Director of Strategic Government Affairs*, you will be responsible for:

- Providing senior counsel to our clients.
 - Building a successful, dedicated strategic government affairs practice.
 - Collaborating with colleagues in other practices across the business.
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As a senior member of the Newmarket Strategy team, you will be part of the senior leadership team, take responsibility for the appointment and management of staff, and contribute to the design and delivery of our internal training programme.

Key responsibilities

- Lead and grow the strategic government affairs practice by creating and implementing a business plan, in collaboration with our Senior Partners.
- Proactively identify and pursue new business opportunities, leveraging a strong professional network.
- Lead the marketing and promotion of strategic government affairs services.
- As a core member of the senior leadership team, support the Senior Partners to help guide and develop the wider business.
- Develop and maintain strong client relationships, delivering insightful and effective government affairs strategies and high quality work.
- Collaborate with other senior staff to support the effective operational management of the business.
- Lead and develop the team, supporting their career development.

Personal qualities

- Strong understanding of the health and life sciences sectors, target audiences and effective routes to market.
- Significant experience working with or within one or more of the key government functions, regulatory agencies or political parties.
- Desire to build and maintain relationships across industry and key stakeholder bodies.
- Proven ability to drive profitable growth according to plan.
- Excellent client servicing skills, with a commitment to excellence.
- Strong organisational skills, capable of managing multiple tasks and adapting to changes.
- Personal drive and the ability to lead and manage change effectively.
- Strategic and creative problem-solving.
- Adaptable personal style and approach, with the ability to remain calm and authoritative in challenging situations.
- Inspiring and supportive team leader.
- Intellectual curiosity and a passion for self-driven learning.

Our offer to you

- The opportunity to grow a leading strategic government affairs practice in a supportive, ambitious environment with the support of our Senior Partners.
 - A highly competitive salary and benefits package.
 - A 'path to Partner', including access to equity options, to reward the success we expect you to have with us.
 - A purpose-led, specialist business focused on helping our clients bring life-changing innovations to the NHS.
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Applying for the role

We are an equal opportunity employer. We are committed to diversity and inclusion and applications are encouraged from individuals regardless of age, race, religion, disability, gender or sexual orientation. We treat all job applications equally.

Newmarket is committed to hiring, training and promoting candidates based on merit.

To apply, please email a CV (max. 2 pages) and covering letter (max. 1 page) detailing how you meet the key qualities outlined above to careers@newmarket-strategy.com, clearly stating in the subject the job title you are applying for.
