
Consultant / Senior Consultant – Strategic Government Affairs (Full time role)

Job Description

2023

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 expertise spans regulation, commercial and go-to-market strategies, reimbursement, and policy. We apply these insights across the sector - from pharma and biotech companies to digital health providers, healthcare and infrastructure services to medtech and diagnostic suppliers.

Whether we are advising pharmaceutical companies, world-renowned research institutes or global investment funds, 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, knowledgeable and committed person to join our new Strategic Government Affairs Team as a Consultant or Senior Consultant, depending on experience.

About the role

As we grow, Newmarket Strategy is expanding the range of services we provide to 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, including 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 and save lives.

As a Consultant or Senior Consultant, you will play an important role in building a successful and dedicated strategic government affairs practice – working with colleagues across the business and stakeholders across the health and life sciences sector.

At the heart of your responsibilities will be delivering effective government affairs strategies and high-quality work, built on a good knowledge of the health and life

For further information please contact us on +44 20 7368 1611 or email careers@newmarket-strategy.com

sciences sectors. You will maintain strong, positive relationships with our clients and help to proactively identify and pursue new business opportunities. You will be working very closely with the Director of Strategic Government Affairs to grow the practice, deliver value for the business and to help clients achieve their objectives.

Core responsibilities include:

- **Develop and build:** help to grow the strategic government affairs practice by supporting the creation and implementation of a robust business plan, in collaboration with the Director and Senior Partners.
- **Strong client relations and delivery:** build strong relationships with clients, acting as a trusted advisor and thought partner. Work with clients to help develop and refine their strategy both for individual innovations and their company as a whole. Conduct market analysis, competitor research, and customer segmentation to identify key opportunities and target audiences.
- **Project management:** with the support of the Strategic Government Affairs Director, manage and deliver projects to ensure their successful execution. You will be responsible for updating and monitoring project progress, managing risks, and maintaining alignment with client objectives.
- **Generate new business:** help colleagues to proactively identify, pursue and develop new business opportunities, leveraging your growing professional network.
- **Partnership and collaboration:** work with teams across the business to generate new leads and support the operationalisation of external partnerships that strengthen our clients' market position.
- **Thought leadership:** stay abreast of policy and industry trends, including regulatory, market access and commercial changes that will impact clients. Contribute to thought leadership pieces and whitepapers to help clients position themselves as leaders in health and life sciences innovation.

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.

Skills and experience

We are keen to develop a highly functioning and diverse team with a broad set of skills and experiences, please therefore consider applying even if you do not fulfill all the criteria laid out below.

You will have:

For further information please contact us on +44 20 7368 1611 or email careers@newmarket-strategy.com

-
- **Experience:** in health and/or life science consultancy, including management consulting.
 - **Passionate:** a passion for innovation and an entrepreneurial mindset, with a focus on driving transformative change in the healthcare industry.
 - **Sector Knowledge:** a strong understanding of the health and life sciences sector, effective routes to market and relevant policymaking, regulatory and procurement authorities.
 - **Business Acumen:** a business mindset, with a keen understanding of market dynamics, industry trends and the ability to drive profitable growth according to plan.
 - **Client Management:** a desire to build and maintain relationships across industry and key stakeholders, alongside excellent client servicing skills.
 - **Communication:** great written and oral presentation skills, with the ability to articulate complex ideas clearly and concisely to a diverse group of stakeholders.
 - **Adaptability:** the ability to thrive in a dynamic and fast-paced consulting environment, managing multiple projects simultaneously and delivering work on time.
 - **Teamwork:** the ability to work effectively as part of a multi-disciplinary team, to take the initiative and to seek input from senior team members, where required. You will also have a sociable and professional approach to interacting with colleagues and clients.

Our offer to you

- Competitive salary with significant annual performance-based bonus scheme
- Pension contributions
- Central London location
- Flexible, hybrid-working opportunities
- 20 days of annual leave in addition to bank holidays and the days between Christmas and New Year
- Cycle to work scheme.

Applying for the role

We strive to ensure that opportunities to work at Newmarket are open to all. We treat all job applications equally. For this role we will not ask for a CV or cover letter, so please do not send us either. We want to understand you, 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 health and life sciences industry.

For further information please contact us on +44 20 7368 1611 or email careers@newmarket-strategy.com

To apply, please email a document with your response to these 4 questions:

- i) How does your academic (please add graduation year) and professional experience (please add length and nature) make you a suitable candidate for this role? (300 words max)
- ii) Why would you like to work for Newmarket Strategy, and how do you think should the company be building out its strategic government affairs team? (250 words max)
- iii) What are your professional ambitions for your future career? (250 words max)
- iv) In your view, what are the major commercial and market access barriers facing UK health and life science innovators?

We treat all job applications equally. **The application deadline is 8th December 2023 at 9.00am. 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 therefore encourage you to apply as soon as possible.**

Please **email** your application to **careers@newmarket-strategy.com** clearly stating in the subject line the job title you are applying for.