
Director (full time role)

Job Description

November 2023

Newmarket Strategy is looking to hire a new Director, or a Senior Manager who can progress to Director in 12 months, to join our pharma and life sciences consultancy business.

We are looking for a person who excels in the fast-paced consultancy environment and has strong consultancy and medicines access & reimbursement experience. This should include good insight into health technology appraisal (HTA) and other commercial factors affecting the medicines access landscape.

Newmarket is a rapidly growing, boutique advisory firm operating at the cutting edge of healthcare innovation. Whether we are advising global businesses or world-renowned NHS organisations, 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.

About the role

We are looking for a new core member of our pharma division, to lead a range of clients and projects. You will be helping our clients achieve their goals; your strategic advice and technical knowledge of the medicines access space will support companies to bring their innovative products to market. The role involves advising clients directly about changes and trends in market access, fulfilling client requests that are technical in nature, including policy analysis and health technology appraisal activity.

The opportunities within a fast-growing new firm are substantial and our close-knit, highly expert team means you will have the opportunity to learn from the best and leverage your developing leadership skills.

Some core responsibilities include:

- Support Newmarket Strategy's 'Launch Accelerator' offer.

For further information please contact Blake on +44 20 7368 1611 or blake.dark@newmarket-strategy.com

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- Working alongside our clinical, licensing and NHS commercial experts to advise clients on access pathways for their portfolio.
 - Share information, practical experience, and advice on clients' early market access strategy, with a particular focus on the HTA pathway.
 - Challenge, advise and build strategic plans/scenarios for clients to ensure they have the best chance of success, and that they follow access and reimbursement processes appropriately.
 - Support clients with their operational approach by building tactics, messaging, timelines, and action plans that deliver agreed outcomes.
- Provide market access support for specific assets.
 - Deliver excellent stand-alone support for assets our clients are taking through HTA.
 - Offer insights to clients regarding the market access environment, especially regarding clinical, system and government priorities.
 - Give advice regarding key stakeholders, such as where they may have impact on successful access, reimbursement and uptake strategies.
 - Help clients communicate how their assets meet the needs or solve the problems of the NHS, in delivering patient care.

Some additional responsibilities include:

- Managing client accounts, implementation of client programmes and handling day-to-day client activity.
- Acting as a source of expertise for junior colleagues on the medicines access environment, the life sciences industry and UK healthcare procurement.
- Overseeing and managing the work of junior team members on specific projects, including the training and development needs of junior team members.
- Identifying and supporting business development opportunities.
- Contributing to Newmarket's public profile and thought leadership through writing copy and attending events.

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. We pride ourselves on a collaborative culture and working environment, with a close-knit support structure in place.

Requirements

- Demonstrable experience working in a relevant role or field, such as medicines access, commercialisation or procurement.
- Knowledge of the UK healthcare landscape and a proven interest in health innovation and life sciences.

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- Good experience of consultancy or consultancy type work - ability to manage complex workstreams for multiple clients and coordinate the work of small project teams.
 - Confidence in external stakeholder engagement and excellent communication skills.
 - High quality analytical skills and excellent drafting skills, with a high level of English language proficiency.
 - Ability to work within a small team in a collaborative way and contribute to an enjoyable and friendly working environment.

Benefits

- 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.

Equal opportunities statement

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 competencies outlined above to careers@newmarket-strategy.com clearly stating in the subject the job title you are applying for. Your application will not be considered unless you send a cover letter.