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# Consultant, Digital Health and Research team

(Full-time role)

Job Description  
2024

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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. Our insight and expertise span regulation, commercial and go-to-market strategies, reimbursement, and policy. We apply these across the sector - from life science to digital health.

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 2-3 years of relevant experience to join Newmarket Strategy's Digital Health and Research Team as a Consultant.

**Please do not refrain from applying if your background and experience do not perfectly match the following description, but you feel qualified to perform the functions of the role. We are open to a wide range of backgrounds and experiences.**

## About the role

As a Consultant in our Digital Health and Research team, you 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 and Senior Manager of the Newmarket Strategy's Digital Health and Research 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)**

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**Type of work and core responsibilities include:**

- **Go-to-Market Strategies:** Support with the creation 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. Support the team in the development of our clients' value propositions.
- **Partnership and Collaboration:** Support with the evaluation and assessment of potential partnership and collaboration opportunities for clients. Help develop specific use cases to cement these partnerships which strengthen our clients' market position and enhance their digital health offering.
- **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:** You will have defined responsibilities for client engagement and will likely act as the main point of contact with our clients. 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 start developing project management skills to ensure that you can eventually lead and oversee projects to ensure their successful execution. You will be responsible for updating and monitoring project progress, and maintaining alignment with client objectives.

As a Consultant, you will be a key member of a small close-knit team in our fast-growing business. This means the role is hands-on and you will have the opportunity to directly get involved with interesting work without too many hierarchical or bureaucratic layers.

At Newmarket Strategy we recognize 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. 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 team with a broad set of skill and experiences, please do apply even you do not fulfill all the criteria laid out below. We are open to other backgrounds.

- **Problem-solving and analytical skills:** You can apply logical reasoning when tackling a question and you understand how to research solutions to complex questions.
- **Research and writing skills:** You understand and have experience in undertaking research in a professional context. You have knowledge of research methodologies and can synthesize complex information into clear and actionable insights as well as strong attention to detail.
- **Sector Knowledge:** You will have a good understanding of the healthcare and/or life science with a particular focus on digital health.
- **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.
- **Communication:** You will have good communication and presentation skills, with the ability to articulate complex ideas to diverse stakeholders.
- **Adaptability and teamwork:** Ability to thrive in a dynamic and fast-paced consulting environment, managing multiple projects simultaneously and delivering work on time. 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.
- **Experience:** You will have 2-3 years of experience in the healthcare and/or life science industry with a preference for digital health.

## Benefits

- Competitive salary with a 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

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## 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 and Research 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 (please add the length of time in each post in brackets) make you a suitable candidate for this role? Please highlight specific examples or projects you were involved with (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 Wednesday 13<sup>th</sup> March 2024 at 9.00 am. 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.** We will be holding the first interviews on Friday 15<sup>th</sup> and Monday 18<sup>th</sup> March.

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.