
Manager / Senior Manager (5-7 years' relevant experience) – Strategic Government Affairs (Full time role)

Job Description

July 2025

Newmarket Strategy is a rapidly growing consultancy firm operating at the cutting edge of healthcare innovation (<https://newmarket-strategy.com/>). Our team has operated at the highest levels of industry, the NHS and government, and our deep expertise spans commercial, market access and policy. We apply these insights for clients across the health and life sciences sector - from pharma and biotech companies to digital health providers, healthcare and infrastructure services, as well as medtech and diagnostic innovators.

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 with approximately five to seven years of experience in a relevant role to join our dynamic and growing Government Affairs team in central London as a Manager / Senior Manager.

The scale and pace of change underway in both UK politics and health innovation means this is an incredibly exciting time to join an exciting company working at the forefront of health and life sciences.

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 policymakers, healthcare leaders and procurement authorities.

Our Strategic Government Affairs practice fits with our overall approach of providing

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Job Description: Consultant / Senior Consultant role, July 2025

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

Central to your role will be delivering effective government affairs advice and high-quality work, built on a good knowledge of the health and life 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 Senior Director of Strategic Government Affairs and the wider team to continue to grow the practice, help our clients to achieve their commercial objectives and to bring new and effective innovations to patients across the UK and beyond.

Core responsibilities will include:

- **Client Strategy and Implementation**
 - Help our clients to achieve their goals by implementing strategic programs based on our expert advice and technical knowledge.
 - Support companies in bringing innovative products and services to market, enhancing patient care and adding value to the healthcare system.
- **Policy Analysis and Advocacy**
 - Conduct policy, advocacy, and market access research
 - Provide analysis and advise clients on changes and trends in healthcare and government policy, including NHS developments.
 - Undertake landscape assessments to identify opportunities and threats for clients.
- **Business Development**
 - Identify, scope and develop new business opportunities, leveraging your network and attendance at key events.
 - Support the development and execution of the business development strategy for the Government Affairs team.
 - Own project budgets, commercial targets and ensuring profitable delivery.
 - Leading pitches end-to-end - from scoping client needs and drafting proposals, through to pricing negotiation and contract signature.
- **Project and Team Management**
 - Manage multiple clients and projects concurrently.
 - Oversee the implementation of client programs and handle day-to-day

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- client activities.
- Coordinate and mentor junior team members, including overseeing their training and development needs.
- Design and lead high-impact workshops or roundtables with mixed audiences (government officials, industry, clinicians, regulators etc...)
- **Thought Leadership, Stakeholder Engagement and Outreach**
 - Contribute to Newmarket Strategy's public profile by writing content for our website and supporting our online presence and social media accounts.
 - Attend events and support outreach to key stakeholders across the life sciences sector.
 - Managing relationships across UK Government (DHSC, OLS, Treasury), NHS England and beyond.
- **Expertise Sharing**
 - Serve as a source of expertise for colleagues on the NHS, health policy, and UK healthcare procurement.

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. This role requires a dynamic person who is delivery-focused to ensure quality work to tight deadlines.

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.

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:

- Approximately 5-7 years' working in a relevant role or field.
- Deep knowledge of the UK healthcare and life sciences landscape and a proven interest in health innovation and the wider sector.
- Extensive experience of consultancy or consultancy type work is preferred
- A proven 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.
- Experience managing a team, including direct line management and aligning junior

team members behind an overarching organisational strategy.

- High quality analytical skills and excellent writing 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.

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.

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.

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 are asking for your CV, your salary expectations and your answers to the questions below – to help us to understand you, how your professional experience has prepared you for the role, and why you are specifically interested in working for Newmarket Strategy, alongside your passion and knowledge for the health and life sciences industry.

To apply, please email your CV and a document with your response to these three questions:

- i) Explain why you want to join Newmarket Strategy's Strategic Government Affairs team. What aspects of our firm's approach, culture and track record most appeal to you (250 words)
- ii) Building on your understanding of Newmarket Strategy's current service offering, outline three specific ways you would evolve our Strategic Government Affairs practice over the next 12–18 months (250 words)

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- iii) Identify the biggest commercial or market-access challenge facing UK health-innovation companies today. Describe a strategic government-affairs intervention you would recommend to overcome it, specifying key stakeholders and success metrics (250 words).

The application deadline is 6th August 2025 at 5.00pm. 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.