

Director (7+ years' relevant experience) – Strategic Government Affairs (full-time role)

Location: London (hybrid; office-based Tuesday-Thursday)

Salary and package: competitive

Closing date: 19 January 2026, 17:30

Job details

Newmarket Strategy is a rapidly growing 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 commercial, market access and policy. We apply these insights for clients across the health and life sciences sector – from pharmaceutical and biotech companies to digital health providers, healthcare and infrastructure services, as well as medtech and diagnostic innovators.

We are looking for a bright, knowledgeable and committed person with at least seven years of experience in a relevant role to join our dynamic and growing Government Affairs team in central London as a Director.

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

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 Director, you will play an important role in leading the continued growth of our 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 cultivating new business opportunities and designing effective government affairs strategies for clients, built on a sophisticated understanding 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, Newmarket Strategy's Senior Partners 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.

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.

Core responsibilities

The successful candidate will have graduated with at least a 2:1 undergraduate degree, and will be able to demonstrate:

- **Client strategy and implementation**
 - Develop strategic programmes for clients which help deliver on their commercial objectives.
 - Offer senior counsel to clients, including constructive challenge where appropriate
 - Support companies in bringing innovative products and services to market, enhancing patient care and adding value to the healthcare system.
- **Policy analysis and advocacy**
 - Guide policy and advocacy research, and identify emerging opportunities and threats
 - Provide strategic analysis and advise clients on changes and trends in healthcare and government policy, including NHS developments.
- **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 Strategic Government Affairs team.
 - Shape and guide the implementation of marketing strategies
- **Project and team management**
 - Manage multiple clients and projects concurrently.
 - Oversee the implementation of client programmes and lead wider client teams
 - 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)
 - Lead new business and pitch processes end-to-end
- **Thought leadership 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.
 - Maintain existing and cultivate new relationships with UK government and health policy stakeholders.
- **Expertise-sharing**

- Serve as a source of expertise for colleagues on the NHS, health policy, and UK healthcare procurement.

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:

- At least 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.
- Consultancy experience, with a proven track record of business generation, 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 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
- Competitive package of additional benefits
- Pension contributions
- Central London location
- Hybrid working (office-based Tuesday-Thursday)

Application and contact details

For this role we are asking for your CV, your salary expectations and for 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:

- Why would you like to work for Newmarket Strategy? What aspects of our firm's approach, culture and track record most appeal to you (250 words max)?
- In your view, and based on your understanding of Newmarket Strategy, what is the greatest new business opportunity for Newmarket Strategy in 2026 given the Government's plans for healthcare reform the life sciences sector (250 words max)?
- What is 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 at 17:30 on 19 January 2026. Applicants advancing to the next stage will be invited to participate in an interview process, with part of the interview involving a presentation setting out how you would help achieve the objectives of a hypothetical client (task to be emailed to applicants who advance to this stage).

To apply, please email your CV and a covering letter to careers@newmarket-strategy.com with the subject line 'Director – [your name]'.

5 January 2026