

Director – Service Strategy

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

Salary and package: competitive

Closing date: Sunday 12th July 2026 at 11.59pm

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 relevant experience in a Senior NHS, life sciences or consultancy role to join our dynamic and growing Service Strategy team in central London as a Director.

The scale and pace of change underway in the NHS – from neighbourhood health to elective recovery and the adoption of new medicines and technologies – means this is an incredibly exciting time to join a company working at the forefront of health and life sciences.

About the role

Our Service Strategy practice works with clients across health and life sciences to support them in bringing innovative medicines, devices and services to the NHS. We help bridge the gap between national policy and local uptake, supporting clients in understanding how commissioning and purchasing decisions are made, who holds responsibility at each level of the system, and how to build effective partnerships with the NHS at national, local and neighbourhood level.

A key area of focus for many of our clients is securing uptake of medicines and medical technologies at a local level. Securing a positive recommendation from NICE is a significant milestone, but it does not always translate into rapid or equitable access for patients. Local concerns about cost, system readiness and pathway challenges can slow or prevent uptake. Our clients need support in navigating these barriers, working collaboratively with local systems to unblock issues and ensure that patients across the country can benefit equally from access to the best available treatments.

As a Director, you will play an important role in leading the continued growth of our Service Strategy practice – working with colleagues across the business and with stakeholders across the health and life sciences sector.

Central to the role will be designing and delivering effective market access and service strategies for clients, built on a sophisticated understanding of NHS decision-making and the local commissioning landscape. You will maintain strong, positive relationships with our clients and help to proactively identify and pursue new business opportunities.

You will work closely with Newmarket Strategy's Partners and the wider team to grow the practice, help our clients achieve their commercial objectives and ensure that innovative treatments reach the patients who need them 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 navigating NHS decision-making processes to bring innovative products and services to patients, enhancing care and adding value to the healthcare system.
- **NHS market access and uptake**
 - Advise clients on local commissioning and procurement processes, including the roles of ICBs, Trusts, PCNs and Place-based partnerships.
 - Identify barriers to uptake at a local level – including formulary, pathway, financial and organisational factors – and develop strategies to address them.
 - Support clients in developing collaborative approaches with NHS systems to improve patient access to innovative treatments.
- **Policy Analysis**
 - Provide strategic analysis and advise clients on changes and trends in NHS policy, commissioning structures and payment frameworks.
 - Identify emerging opportunities and risks in the national and local NHS landscape.
- **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 Service Strategy 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 (NHS system leaders, 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 NHS and life sciences sector.
 - Maintain existing and cultivate new relationships with NHS system leaders, commissioners and life sciences stakeholders
- **Expertise-sharing**
 - Serve as a source of expertise for colleagues on the NHS commissioning, medicines management, local decision-making and healthcare market access.

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 seven years' working in a relevant role or field.
- Direct, hands-on experience of NHS medicines management, formulary processes, or pathway transformation – whether gained within an ICB, a Trust, or a pharmaceutical or medtech organisation.
- A sophisticated understanding of local NHS decision-making, including the roles of ICBs, Integrated Care Systems, Trusts and primary care networks in commissioning and procurement.
- 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, both written and verbal, with the ability to speak authoritatively with senior NHS and industry leaders.
- 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.
- A positive, consultative approach to problem-solving and a background in leading and driving change.
- Consultancy experience is beneficial but not essential – what matters most is the relevance and depth of your NHS or life sciences background.
- 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
- 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 improving patient access to innovation in the NHS.

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

- Why would you like to work for Newmarket Strategy? (250 words max)
- What aspects of your experience, skills and knowledge make you a great fit for this role? (250 words max)
- What do you consider the biggest barrier to new medicines, products or services being adopted widely in the NHS, and why? (250 words max)

The application deadline is at 11.59pm on Sunday 12 July 2026. Applicants advancing to the next stage will be invited to participate in an interview process and assessment exercise.

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

26 June 2026