

Job Title: Senior Associate
Job Location: Boston, MA

About Boston Healthcare

Boston Healthcare is a global consulting firm focused on enabling companies to derive optimal value from innovative products and services that have the potential to transform standards of care and significantly improve health outcomes. For 25 years, we have provided best-in-class strategic consulting services focused on value and access-related issues for emerging and established medical device, diagnostics, pharmaceutical, and information technology innovators spanning a range of therapeutic and disease areas. We are global experts in developing effective reimbursement and access strategies for innovative products that offer the potential for significant clinical value — particularly in new or evolving categories and where value can be hard to define.

With offices in Boston, Berlin, and Shanghai, we offer strategic support and advice to our global clients on:

- Reimbursement and market access strategies
- Health economics and outcomes research to demonstrate value
- Market analytics to define and optimize opportunities
- Business development and portfolio management to deliver growth

From strategy development to implementation, Boston Healthcare consultants bring energy, problem-solving skills, and creativity to every client engagement. We are individuals with outstanding character, sharp analytical minds, and the ability to work effectively with people at all levels in an organization. For these reasons, our firm enjoys broad appeal as a place for talented people to grow.

Job Duties

- Conduct research on the competitive landscape, current and potential market for healthcare products/technologies using resources such as Cortellis, PubMed, and Clinicaltrials.gov
- Building and developing health economic models such as microcosting analysis, budget-impact models and cost-effectiveness models for pharmaceuticals, diagnostics, medical devices and biotechnology products
- Conducting qualitative interviews with physicians, medical directors, hospital administrators, policymakers, and other stakeholders in healthcare applying knowledge with CMS policy and implications to synthesize findings and make valid interpretations that inform business strategy and tactical plan
- Conduct research on medical coding pathways (CPT, HCPCS, ICD 9/10) for novel products/technologies and apply for novel codes on behalf of clients
- Comprehend, interpret, and analyze scientific and clinical information in the form of scientific publications, review articles, manufacturer materials, and clinical trial studies
- Independently produce written reports and client-ready presentations with minimal to no supervision

Minimum Requirements

- A minimum of 3 years of direct consulting experience or similar experience in biopharmaceutical and med tech field
- Experience with US public and private payer coverage and reimbursement policy, including various fee schedules (DMEPOS, OPPS, etc.); experience in medical devices and diagnostics a plus
- Understanding and familiarity with CMS policy and implications for clients. Including MACRA, ACOs, bundled payment, etc.
- Solid understanding of US coding systems, CPT, HCPCS, ICD-10
- Excellent PowerPoint and Excel skills are required
- Excellent time management, writing and oral presentation skills are required