

Job Title: Manager Consultant
Job Location: Boston, MA

About Boston Healthcare

Boston Healthcare, now a Veranex Company (www.veranexsolutions.com), 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.

Boston Healthcare is currently seeking a Manager Consultant for our Boston office. This full-time position requires an individual with a proven record of academic excellence and a strong background in healthcare consulting or the medtech industry. Life sciences, healthcare consulting, or medtech reimbursement background with a combination of 4 to 6 years of relevant post graduate education and/or consulting experience required.

A successful applicant will have a sophisticated understanding of the medical device, diagnostics and/or digital health industries, including market access dynamics, product pricing, and reimbursement. Demonstrated success of highly organized project management, ability to manage and motivate multiple project teams at one time, ability to pivot from one project to another, and thrive as team player in a fast-paced environment.

Position Description:

- Responsible for project execution and management:
 - Development of project plan and timelines including roles and responsibilities among team members
 - Work with vendors specializing in recruitment of primary research candidates
 - Deliverable development and review
 - Quality control (reviewing materials for typos, grammar, formatting, etc.)
 - Coordination with and presentation to clients
- Experience across a wide range of project types, geographies (US and global) and client objectives, such as:

- Primary research (including experience with developing qualitative and quantitative primary research materials, supervising / conducting interviews; survey development, data analysis and visualization)
- Secondary research
 - Guiding/leading team in conducting secondary research on current medical practices, competitive technologies, reimbursement policies, insurer coverage policies, analysis of impact of public policy changes on market access and reimbursement and other adoption factors
 - Identify and readily use databases that support research and analysis needs
- Literature review, including narrative, systematic, and meta-analysis
- Dossier, white paper, and publication writing and review
- Data analytics: including data handling, summary statistics, and use of PivotTables, with various data sets, such as survey, claims and EMR data)
- Health economic model in Excel and other relevant software programs: set-up, development, and review
- Market opportunity assessment including market sizing and forecast models
- Strategic planning
- Pricing strategies for various technologies (e.g., specialty and orphan drugs, innovative devices)
- Support and assist in the development and review of proposals
- Mentor direct report(s); coach and develop Associates and Senior Associates with constructive feedback based on project work performed
- Deliver high quality **client ready** work inclusive of content, attention to detail, accuracy, and punctuality
- Contribution to management operations
- Lead training activities

Required Skills and Experience:

- BA/BS in Health Policy, Life Sciences, Economic or Business-Related field strongly preferred.
- MS, MBA, MPH, PhD, PharmD, or MD, a plus
- Combination of 4 to 6 years of consulting experience and/or post graduate education in healthcare consulting, biopharmaceutical, or med tech market analytics experience
- Strong presentation skills from development of high impact deliverables to communication with senior level management
- Excellent writing skills including the ability to distill large amounts of information into usable reports
- Working knowledge about the U.S. and/or global health care environment including a public and private payer (Medicare, Medicaid, HMOs, etc.), as well as the current trends and challenges in the biopharmaceutical or medical device industries, specifically for diagnostics, novel devices, digital health products, specialty drugs, or innovative health care services
- Provide motivational leadership to a team and be able to adapt easily to new cultures and be a successful team leader
- Strong consideration given to candidates with additional language skills that represent our global market

Please send resumes with cover letter to careers@bostonhealthcare.com

Reference: Manager – Consultant Team Leader