

GENESIS RESEARCH

PROMISED | DELIVERED

Director Health Economics and Outcomes Research GENESIS RESEARCH Hoboken, NJ

Genesis Research is an international healthcare consultancy providing end-to-end value evidence development, optimization and communication services for Life Sciences groups.

Our Health Economics and Outcomes Research team has seen exceptional growth and success, and we are looking for an individual with demonstrated leadership, biopharma industry experience and strong problem solving and communication skills to join us as a Director.

The professional in this role must possess and demonstrate a passion for supporting new business, accountability for revenue targets and budgets, cultivating key client relationships, and identifying opportunities to enhance and grow current business in the pharmaceutical, biotechnology and medical device sectors.

Location: Hoboken, New Jersey. Remote may be considered.

Accountabilities within this role:

▪ Business Leadership:

- Reporting to a Managing Director, serve as a primary client contact and project leader on a range of projects, ensuring that all deliverables are in scope with predetermined standards
- Participate in business development including identification of client expansion opportunities, drafting proposals, performing competitive market research and participating in internal initiatives

▪ Project Oversight:

- Oversee teams of experienced researchers to implement HEOR projects for pharmaceutical, medical device and biotechnology clients
- Develop appropriate process and methodology of projects with the review and guidance of the Managing Director
- Assist in the preparation of high-quality client deliverables in a timely manner such as presentation slide decks, technical reports, dossiers, conference abstracts and manuscripts for publication

▪ **Management:**

- Supervise execution of projects in a matrix environment, including: coordinating project activities, participating in client-facing project meetings, providing guidance and leadership when analyzing research findings, developing results presentation and recommendations, and ensuring validation for all deliverables
- Assist in the preparation of high-quality client deliverables in a timely manner, such as presentation slide decks, technical reports, dossiers, conference abstracts and manuscripts for publication
- Provide oversight to team members and feedback to the Managing Director
- Present project deliverables to clients

▪ **Business Development:**

- Participate in the new business development process, including prospecting, through preparation of client proposals, marketing activities and management of client relationships

Qualifications:

- Preferred Master's, PharmD or PhD degree within a relevant discipline (outcomes research, epidemiology, pharmacology)
- 5+ years industry or consulting experience
- Global and US Health Economics and Outcomes Research experience required (specialty and rare diseases is a plus)
- Excellent verbal and written communication skills
- Proficiency in relevant software such as MS office (Word, Excel and PowerPoint are a must).
- Exceptional organizational skills and attention to detail
- Enthusiasm to learn and motivation to take opportunities to develop oneself and others within Genesis Research
- Ability to effectively work in a matrix environment and flexibility to adapt to client project needs in a fast-paced entrepreneurial workplace

Compensation:

Competitive salary, performance-related bonus and health insurance benefits.

Genesis Research is an equal opportunity employer.