

GENESIS RESEARCH

PROMISED | DELIVERED

Principal Health Economics and Outcomes Research

JOB DESCRIPTION

Company: GENESIS RESEARCH LLC

Location: Hoboken, NJ

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

Our Real World Data and Advanced Analytics Team and our Outcomes Research team have 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 Principal, Health Economics and Outcomes Research (HEOR).

The Principal, HEOR must have a comprehensive understanding of the biopharmaceutical/medical device manufacturer business model and possess relevant experience in HEOR consulting. Deep understanding of synthesizing and validating clinical, economic and humanistic evidence and an understanding of key market HTA processes/trends/submissions and experience with submissions, local pricing considerations (US, ex-US), reference pricing, tendering, primary and secondary research methodologies, advisory board planning with connections to local payers/ex-payers, and their application to solving commercial issues related to Global Pricing, Access, Reimbursement and Funding is a necessary requisite to succeed in this role. Deep experience with the relationship between Health Outcomes, Value, Access and Pricing alongside value communication vehicles (value dossiers, strategic value propositions and value messaging) is critical.

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:**

- Develop an annual growth plan, including personal revenue targets and implementation budgets
- Monitor industry activity to identify the clinical and educational needs of our customers
- Managing project teams including both internal and external resources in the design, development and delivery of client deliverables
- Leveraging business experience and acumen in identifying strategic alternatives and project approach to client questions
- Managing the process of preparation of quality new business proposals
- Developing and/or elevating new business opportunities through the identification of follow-on work and new leads

- **Project Oversight:**
 - Develop and agree on the appropriate process and methodology for projects with the broader team
 - Serve as a primary client contact and project leader on a range of projects, ensuring that all deliverable are in scope with predetermined standards
 - Serving as key point of contact with client
 - Providing follow-up with client after project deliverable has been completed to ensure client satisfaction
 - Ensuring clear communication throughout projects and within the team

- **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, advisory board summary reports, technical reports, dossiers, conference abstracts and manuscripts for publication
 - Provide oversight to team members and feedback to the Chief Scientific Officer
 - 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:

- Experience developing business relationships with professionals in the pharmaceutical/healthcare industry
- Preferred advanced degrees within a relevant discipline (science, business, economics, outcomes research, epidemiology, pharmacology)
- 8+ years industry or consulting experience
- Excellent verbal and written communication skills, particularly technical writing and strategic executive summary level presentations
- 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
- 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, 401K and health insurance benefits.

Genesis Research is an equal opportunity employer.