

# Consultant/Senior Consultant

## Company description

Dolon is a leading strategic market access consultancy that specialises in supporting clients with their pricing and reimbursement strategy, shaping policy and creating value communication materials for medicines to treat rare and severe diseases. We have an exciting client base of fast-growing companies with innovative and important portfolios of medicines. Working in close partnership, we help them to define their pricing and reimbursement strategy to ensure successful patient access to treatments.

The company is internally organised into three business units: (i) Value, Pricing & Access (ii) Market Access Policy (iii) Research & Analytics.

Headquartered in London with staff across Europe, Dolon is a small, dynamic, fast-growing company with a strong reputation and a bright future.

## Role description

We are seeking a Consultant / Senior Consultant to join our team. The individual will be responsible for managing projects, supervising junior staff, and contributing to the growth and direction of the business.

This role will focus on the following types of client projects:

- Product-level value, pricing and access projects, including assisting clients with the collection of stakeholder insights, the development of market access strategy and value propositions, pricing strategy and market access activity planning
- Market access policy projects to help clients navigate and shape the external policy environment and create networks with stakeholders from across the pharmaceutical industry, the rare disease community and government

The individual will contribute to the growth of the business by building productive client relationships, converting opportunities and devising service offerings in alignment with client needs and company positioning.

The decision on whether the role is a Consultant or Senior Consultant level will be dependent on experience.

The position is based in London, but flexible working arrangements in other European locations can be considered for the right candidate.

## Responsibilities

The role will require working across a broad range of projects.

- Leading on the collection of insights from payers and other stakeholders (interviews and advisory boards) about medicines to treat rare and severe diseases
- Providing high-level and innovative strategic input into product-specific market access strategies
- Gap analyses of clients' market access strategies and proposing solutions to bridge gaps
- Conducting research into country pricing & reimbursement systems and recent health technology assessment decisions to inform product strategy
- Developing value propositions and pricing frameworks in rare diseases
- Monitoring policy trends and developing policy recommendations in the rare disease space
- Supporting the development of narrative documents and communication materials
- Building and sharing market access knowledge within the Dolon team

## **Tasks will include:**

- Working with clients to understand their needs and achieve their goals
- Drafting project proposals and defining project scope and methods
- Identifying and converting leads and opportunities into new business
- Planning and monitoring project resources and timelines
- Conceptualising and structuring complex information and drawing insights and recommendations
- Organising and facilitating advisory boards and interviews
- Providing guidance and overseeing the quality and content of research conducted by junior members of the project team
- Preparing and proofreading deliverables
- Delivering reports and presentations
- Cultivating long-term partnerships with existing clients and being alert to business leads and opportunities to work with new clients

## **Knowledge**

This position requires strong knowledge of:

- Pricing and reimbursement processes in key markets
- Drug development and commercialisation
- Current issues affecting the market access policy environment (ideally specific to rare diseases)
- Payer mindset and influence
- Postgraduate qualification in health-related field (e.g. policy, communications, economics, biostatistics, epidemiology) or life sciences would be beneficial but not a prerequisite
- Proficiency in other European languages in addition to English is a plus

## **Skills**

- Strategic and analytical thinker
- Able to anticipate and solve problems independently
- Ability to run and facilitate workshops and client meetings
- Able to multi-task
- Manages and meets timelines
- Strong research and numeracy skills
- Good at communicating complex ideas in a clear and succinct manner
- Ability to make tangible recommendations adapted to target audience
- Excellent writing and presentation skills
- Attention to detail
- Ideation and innovative thinking

## **Experience**

- Proven experience of market access, health economics, outcomes research, pricing or policy experience in the pharmaceutical industry or consulting
- Client-facing and project management experience
- Scientific, consulting or economic background
- Experience in rare or severe diseases such as oncology, immunology or blood disorders (desirable)

## **Line management responsibilities**

This role may involve line management of a small team of Analysts, including the following responsibilities:

- Supporting and mentoring staff
- Identifying training needs and opportunities
- Conducting performance reviews

## **Personal traits**

We place particular importance on emotional intelligence and the ability to get along with other people – Empathy, Flexibility, Positivity, Honesty & Transparency and Excellence & Innovation are important values to our clients and ourselves.

## **Diversity and inclusion**

Dolon is committed to recruiting, developing and retaining a diverse team of employees that represent our culture, values and reputation. We are committed to equal employment opportunity regardless of race, colour, ancestry, religion, sex, national origin, sexual orientation, age, marital status, disability, or gender identity.

## **How to apply**

Please send a CV and cover letter to [recruitment@dolon.com](mailto:recruitment@dolon.com) (no recruiters, please).