

Senior Consultant

About Dolon

Dolon is a leading strategic market access consultancy that specialises in supporting clients with their global pricing and reimbursement strategies, creating value communication materials, and shaping policy for medicines to treat rare diseases and oncology. We have an exciting client base of major pharmaceutical companies with innovative and important portfolios of medicines. Working in close partnership with our clients, we help them to demonstrate the value of their products to payers and other key decision makers internationally. We also help clients identify and articulate policy issues and use creative, evidence-based approaches to engage with stakeholders and decision makers to advance patient access to treatments for rare diseases and oncology.

Headquartered in London with team members across Europe and in the US, Dolon is a dynamic, fast-growing company with a strong reputation and a bright future.

Role description

We are seeking a Senior Consultant to join our growing team. The individual will be responsible for day-to-day management of client projects, including supervising Analysts, reviewing research and evidence, formulating insights and recommendations, developing deliverables to a client-ready standard and building client relationships to generate follow-on projects.

This is a full-time role based in Dolon's London office (near Liverpool Street), with the ability to work on a hybrid basis.

Responsibilities

A Senior Consultant is expected to work across a broad range of projects including product-level pricing, access and value projects, and cross-portfolio strategy and policy work. The individual is expected to be able to manage multiple projects simultaneously, including more complex, higher value projects.

Typical projects

- Landscape assessments for products in development to identify disease-specific value drivers and the positioning and profile of comparator products
- Market access strategy and activity planning from early development through to post-launch, including gap analysis and proposing evidence generation plans
- Pricing strategy including stakeholder interviews, analogue research and revenue modelling
- Value strategy, message development and testing
- Payer negotiation strategy including managed entry agreements, negotiation toolkits, and mock negotiation workshops
- Creating, developing and validating value and pricing frameworks in rare diseases
- Creating disease or franchise level commercial strategies
- Developing policy recommendations in the rare disease space

Project-related tasks

- Directing and collating the work of Analysts in conducting research and applying knowledge and experience to ensure quality and validity
- Developing insights and recommendations based on the research and analyses

- Suggesting alternative approaches to answering complex research questions
- Planning and managing resources and timelines for complex projects with multiple workstreams to meet clients' strategic objectives
- Identifying risks across workstreams and developing mitigation strategies
- Moderating interviews with payers and clinicians
- Presenting client presentations and addressing challenging questions
- Building team morale and ensuring effective communication among team members
- On-the-job training and coaching of other team members
- Drafting project proposals under the direction of a Project Sponsor

Client management

- As a Project Manager, acting as the day-to-day point of client contact throughout a project
- Creating long-term partnerships and relationships with clients
- Working with existing clients to identify follow-on projects and opportunities

Line management

In this role, the individual will be responsible for day-to-day line management of 1-2 Analysts, and will contribute to the following:

- Coaching and mentoring employees
- Identifying training needs and opportunities
- Conducting performance reviews

Experience

- Experience of market access, pricing, health economics or commercial strategy experience in the pharmaceutical industry or consulting
- Scientific or economic background
- Client-facing and project management experience
- Experience in rare diseases, oncology or specialty medicines (desirable)

Skills

- Strategic and analytical thinker
- Able to anticipate and solve problems independently
- Able to multi-task and adapt to changing situations
- Manages and meets timelines
- Good at communicating complex ideas in a clear and succinct manner
- Excellent writing and presentation skills
- Attention to detail

Knowledge

This position requires strong knowledge of:

- Drug development and commercialisation
- Pharmaceutical industry structure and practices
- Pricing & reimbursement systems and health technology assessment pathways in multiple markets
- Payer mindset and influence
- Knowledge of rare disease and oncology therapy areas and related market access issues (desirable)

- Postgraduate qualification in health economics, health policy, business or life sciences would be beneficial but not a prerequisite.

Travel

Dolon is an international company with offices in Europe and the US. Our clients are based in global headquarters in leading biopharma hubs. There is therefore the need to travel for:

- Projects – meeting clients, leading workshops
- Marketing purposes – conferences, business development meetings
- Internal meetings, such as our annual All Staff Meeting

Senior Consultants are expected to travel as frequently as necessary to ensure successful delivery of projects and strong client relationships.

Dolon values

Excellence & Innovation, Flexibility, Positivity, Honesty & Transparency and Empathy, 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

For further information about this post or to apply, please email recruitment@dolon.com with your CV and a covering letter (no recruiters, please).