

BOSTON HEALTHCARE ASSOCIATES, INC.

Job Title: Director, Market Insights & Analytics

Job location: Boston, MA

Boston Healthcare works with biopharmaceutical, medtech, diagnostic, and health information technology companies to develop new and creative approaches to business and product planning. We provide them with the information and analysis they need to be better able to respond to the dynamic nature of the health care market.

Boston Healthcare is currently seeking a Director of Market Insights & Analytics 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. Pharmaceutical and/or healthcare consulting or healthcare reimbursement background with 5-7 years of direct prior experience is required.

This position requires the successful individual have a sophisticated understanding of the pharmaceutical and biotechnology industry, health care consulting, and product pricing and reimbursement.

Position overview:

- Develop market opportunity assessment including market sizing and forecast models
- Develop strategic plans; synthesize information, conduct market research, translate reimbursement knowledge into actionable strategies and tactics to inform the development of the product's commercial plan.
- Develop pricing strategies for pharmaceutical/biotechnology drugs (i.e., specialty drugs); including the creation and conduct of a market research study to collect the appropriate data from payers, physicians and patients; ability to couple primary research with strong knowledge of reimbursement drivers.
- Analyze current medical practices, competitive technologies, reimbursement policies, and other market adoption factors.
- Ability and demonstrated leadership skills to build a team.
- Identify and readily use databases that support research and analysis needs.

Desired Skills and Experience:

- Ability to perform comparative analysis of different business development/M&A opportunities
- Ability to create pro forma P/(L), construct a valuation model used to support strategic and tactical transaction rationales
- Ability to complete portfolio trade-off, risk-adjusted NPV and ROI, and sensitivity analyses
- Ability to present and develop high impact to senior management teams
- Excellent writing skills including the ability to distill large amounts of information into usable reports and executive oriented summary documents.
- In-depth knowledge about the U.S. health care environment including a working knowledge/awareness of public and private payers (Medicare, Medicaid, HMOs, etc.), as well as the current trends and challenges in the pharmaceutical and biotechnology industry, specifically for specialty drugs.
- Advanced degree in related field or commensurate experience
- 5-7 years of experience in biopharmaceutical or med tech market analytics experience

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

Reference: Director, Market Insights & Analytics