

Job Title: Manager, Market Insights & Analytics
Job Location: Boston, MA

About Boston Healthcare

Boston Healthcare works with biopharmaceutical, medical device, diagnostics, and digital health companies to assess market opportunities and develop market and reimbursement strategies. We provide clients with the information and analyses they need to be better able to respond to the dynamic nature of the health care market.

Boston Healthcare is currently seeking a Manager 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. Life sciences and/or healthcare consulting, or healthcare reimbursement background with 4-6 years of prior experience is required.

This position requires the successful individual have a sophisticated understanding of the biopharmaceutical and medical device industries, 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 insights into actionable strategies and tactics to inform the development of the product's commercial plan.
- Develop pricing strategies for medical devices and biopharmaceuticals (e.g., specialty and orphan drugs, innovative devices); 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.
- Identify and readily use databases that support research and analysis needs.

Desired Skills & Experiences

- 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 biopharmaceutical or medical device industries, specifically for specialty drugs, novel devices, or innovative health care services.
- Provide leadership to a team and be able to adapt easily to new cultures and be a successful team leader.
- Advanced degree in related field or commensurate experience
- 4-6 years of experience in biopharmaceutical or med tech market analytics experience

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

Reference: Market Insights & Analytics Manager