

EVERSANA is the leading independent provider of global services to the life science industry. The company’s integrated solutions are rooted in the patient experience and span all stages of the product lifecycle to deliver long-term, sustainable value for patients, prescribers, channel partners and payers. The company serves more than 500 organizations, including innovative start-ups and established pharmaceutical companies to advance life science services for a healthier world. To learn more about EVERSANA, visit [eversana.com](http://www.eversana.com/) or connect through [LinkedIn](https://www.linkedin.com/company/eversana/) and [Twitter](https://twitter.com/EVERSANAcompany).

**Position Title: Consultant – IRP**

**Location (City/State): Pune – Mumbai – Bangalore – Hyderabad**

**Reports to (Position): Engagement Manager**

**People Leader: No**

**Date Prepared: January 1, 2023**

**OUR CULTURAL BELIEFS**

**Patient Minded:** I act with the patient’s best interest in mind.

**Client Delight:** I own every client experience and its impact on results.

**Take Action:** I am empowered and empower others to act now.

**Grow Talent:** I own my development and invest in the development of others.

**Win Together:** I passionately connect with anyone, anywhere, anytime to achieve results. **Communication Matters:** I speak up to create transparent, thoughtful and timely dialogue.

**Own It:** I hold myself and others accountable for results.

**Embrace Diversity** We create an environment of awareness and respect

**THE POSITION:**

* The IRP-Consultant, Global Pricing and Market Access position will be responsible delivering client consultancy projects focused on key business needs. Utilizing data and tools available through our industry platforms, Pricentric and PriceRight, and enriching them with tailored insight and custom research. The Consultant will ensure that client projects are delivered to schedule, while maintaining the highest level of quality and value expectations.
* As an IRP-Consultant, you will be a key member of a research and analysis focus team around: International Reference Pricing analyses, Launch Sequence Optimization analyses, Pricing & Analogue analyses, HTA, and more.
* The opportunity for growth is limitless. Effective Consultants will be able to develop and grow outside of project work and help support business development through the identification of leads, development of proposals/kickoff decks, and ability to create and engage with client relations.

# ESSENTIAL DUTIES AND RESPONSIBILITIES:

# Our Consultants are tasked with delivering excellent business results through the efforts of the project team. These results are achieved by:

* Strong background in International Pricing and Market Access, and Analytics & Modeling/Forecasting to effectively support Global Market Access and Pricing projects for key clients.
* Collaborate with Engagement Manager and other team members, including both internal and external resources in the design, development, and delivery of client deliverables.
* Collaborates with Engagement Manger to provide the initial development of client reports and presentations and delivery of all or significant portions of findings to clients.
* Leveraging business experience and acumen in identifying strategic alternatives and project approach to client questions. You will have a solution-oriented approach and look to add client value wherever possible.
* Experience using analogues and secondary data (e.g., clinical guidelines, HTA outcomes, and raw pricing data) to inform global strategic pricing, reimbursement, and market access strategies.
* Develop broader and deeper knowledge of consulting methodologies and pharmaceutical market through on-the-job experience and training.
* High attention to quality and detail with strong written and spoken language. Excellent PowerPoint and Excel skills, able to present information in compelling and creative ways (story telling through data, insights, effective slides).

*The above list reflects the general details necessary to describe the expectations of the position and shall not be construed as the only expectations that may be assigned for the position.*

*An individual in this position must be able to successfully perform the expectations listed above.*

# MINIMUM KNOWLEDGE, SKILLS AND ABILITIES:

* B.S./B.A. in relevant field of study required
* 4 to 8 years of experience in the **Pharma / Life Sciences domain, International Referencing Pricing, Launch Sequencing** within **Pricing and Market Access**
* Demonstrates self-awareness and accountability
* Self-starter with positive demeanor, creative thinking skills, ability to quickly build relationships and derive clear decisions and directives from ambiguity
* Strong communication skills with ability to present complex messages and trade-offs and tell a compelling story
* Understanding of pharmaceutical business practices and the issues clients face in specific segments of responsibility
* Working knowledge of the Market Research Development process
* Quantitative and qualitative market research skills
* Proficiency in MS Word, Excel, PowerPoint, and Outlook
* Ability to utilize large amounts of data and other types of information from multiple sources to complete a final analysis of a business question/situation and make recommendations
* Ability to work under pressure and meet project deadlines
* Creative approach and demonstrated client focus
* Strong Problem-Solving Capabilities, Detail oriented, analytical and inquisitive

**PREFERRED QUALIFICATIONS:**

* Any Graduate/Postgraduate