



Job description

Title: Consultant, Evidence, Pricing, & Access, Americas
Reporting to: Tony Chen, Americas
Direct reports: None
Contract type: Full-time

The company

The HERON Group (HERON) is a rapidly expanding, market leading provider of Health Outcomes, Pricing and Market Access, and Data-Analytics services to the global healthcare industry.

Built on a solid foundation of data analytics and evidence-based research, HERON has quickly become one of the largest independent Health Outcomes and Market Access organisations since its UK launch in 1999.

Represented in the US, UK, Sweden, and India, HERON regularly works with eight of the top ten pharmaceutical companies across all phases of clinical development from early discovery to late Phase II, through launch and post marketing, and is dedicated to becoming the preferred supplier of Evidence Based Medicine (EBM), Economic Evaluation, and Pricing and Market Access support to the healthcare industry.

This is an extremely exciting, high profile, and demanding position within one of the fastest growing organisations in the field with considerable scope for the right individual to implement their ideas for growth into the company in a creative and collaborative atmosphere.

HERON is a multi-disciplinary environment with a culture that aims to encourage all members regardless of seniority to develop and enhance skills and expertise within the organisation.

The role

HERON's Evidence, Pricing and Access business unit is purpose built to meet clients' growing needs and the dedicated team of experts bring a range of experiences to our work, with team backgrounds from the payer, clinical development, industry and consultancy environments.

HERON's EP&A business unit builds upon core strengths and heritage in evidence review and modelling, and ensures an ability to provide a cross-functional approach to all projects. HERON can address the needs of clients throughout lifecycle development, from providing early landscape assessments through to post launch lifecycle management strategies and tools.

HERON has global reach and operates across offices in the UK, US and Sweden. The team has broad therapy experience and provides a spectrum of solutions to address a wide range of challenges. Projects cover a range of approaches, including pricing and market access strategy, landscape and therapy area assessments, and HTA submissions.



In addition to the strategic capabilities, HERON has over ten years experience in evidence reviews and has a dedicated team of over 50 professionals specialising in the delivery of high quality research and analysis. EP&A conducts a range of reviews to gather and build a solid evidence base to inform recommendations to support key decision-making by our clients.

These reviews range from rigorous HTA (health technology assessment) compliant systematic reviews to broader disease area reviews to support product positioning. Our reviews cover many diseases and topics including evaluating clinical efficacy of interventions (pharmacological and medical devices), epidemiological reviews, and economic reviews to determine not only overall economic burden of diseases but also to evaluate appropriate modelling approaches. In addition, we conduct HTA reviews to understand the current and future reimbursement and market access environment.

As well as leading-edge processes, we have developed the HERON Systematic Review Database (eSRDB), a unique proprietary database enabling error-free data processing and allowing our research teams to focus on interpretation and analysis.

An opportunity exists for a Consultant to join the Evidence, Pricing & Access Business Unit at HERON, focusing on the delivery of high-quality EP&A engagements. The role of the Consultant is to take on overall project management responsibility for the timely delivery of high-quality deliverables on allocated projects while maintaining positive client relationships and actively seeking out opportunities for follow-on engagements or enhancements to current engagements/relationships that would provide additional client value. Consultants are expected to take ownership of the strategic direction of projects, supporting and supervising the Project Lead and Analyst/Senior Analyst in each project team. During projects, the Consultant is expected to develop and support the junior team members, where required, and highlight any acute training needs that cannot be met within the team itself to the Director.

Consultants are also responsible for the financial success of the project once the project has been won, and thus must manage project profitability and resource allocation in line with the project proposal. The Consultant is expected to anticipate where team member's time or expenses are likely to exceed what was budgeted for during the proposal stage and highlight this to the Director/Vice President.

This position offers opportunity within the fastest growing business units at HERON; there is considerable scope for the right individual to implement their ideas into the company in a creative and highly collaborative atmosphere. Specifically, there is the opportunity for new product development and the implementation of ideas/processes within the projects conducted.

Role objectives and aims

Within project teams under the guidance and leadership of senior team members, objectives of the role will be to:

- Contribution to the success of the Evidence, Pricing & Access Business Unit via the management of projects in line with unit processes, company standards, and client expectations
- Utilize experience and insight in the development of convincing project scope documents, plans, and project deliverables, gaining the agreement of both internal and external team members



- Assist clients with the development of product value messaging, pricing and market access strategy, providing consultancy and advice to enable understanding of the disease/clinical/pricing and reimbursement landscape/market with the goal of becoming a trusted advisor
- An understanding of the development and application of evidence generation and review technique including systematic reviews, direct and indirect comparison
- Manage client relationships effectively, controlling scope and expectations within projects and identifying opportunities for follow-on work and future projects
- Effectively manage individuals within HERON at the Analyst, Senior Analyst, and Project Lead level to ensure the timely delivery of high quality work
- Motivate, support, and direct project teams while openly communicating to senior levels to create a positive working environment for all staff at all levels
- Foster working relationships with EU/US HERON Business Development Managers and Directors through high-quality project work, contacts, and contributions to the development of proposals for new projects
- Lead by example on aspects of client presentation and project delivery, ensuring all quality assurance procedures have been followed and every project deliverable is timely and of the highest quality
- Work efficiently and with skill in time management/task prioritisation to enable profitable completion of projects
- Provide line management to Analysts, Senior Analysts, and Project Leads

Your base

US office (Somerville, NJ)

The role will include travel as required to HERON's offices worldwide.

This position is based in HERON's US office, located in Somerville, NJ, equidistant from NYC and Philadelphia (and easily accessible via train). The role will include travel as required to presentations and engagement related meetings in the U.S.

Your profile

Qualifications and attributes required include:

- Bachelors degree in a life sciences (or related) discipline from an accredited university; Masters Degree preferred
- Extensive project management experience in pricing and reimbursement, with the ability to control projects from proposal through to delivery with successful client outcomes



- Ability to understand client issues and develop a framework for solving the issues identified, with proven experience and ability in innovative and strategic problem solving
- A strong track-record of timely and high-quality project delivery, with demonstrable experience in producing client-ready deliverables that clearly show an understanding of client requirements
- A high degree of understanding of the pricing and market access process in the U.S within HERON and the factors that impact on successful project completion
- In-depth understanding of the pharmaceutical/healthcare market
- Good time management skills, including the ability to manage own time and others time to work to deadlines and the ability to manage multiple work-streams and lines of communication simultaneously
- Self-motivation, ambition, and flexibility with an ability to cope under pressure/with competing demands
- Excellent interpersonal and team-working skills and a positive attitude
- Proven client-facing skills and exceptional communication skills (including presentation skills)
- Computing skills (MS Office)

Desirable qualifications, attributes, and experience include:

- Postgraduate qualifications in finance, pricing, life sciences or related discipline (preferably Masters degree or above)
- Experience within healthcare and/or healthcare consultancy
- Training and experience in medical/scientific writing;
- Fluency in a foreign language

You must be able to demonstrate the right to work in the United States.

Your reward

Salary: Competitive with industry standards and commensurate with experience.

Performance related annual bonus: up to 20% of salary.

Eligible to participate in company 401(k) with up to 4% company contribution after 3 months' service.



Other benefits: Medical and Dental coverage; 23 days of paid time off.