

Principal RWE Consultant

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Company: OPEN Health HEOR & Market Access

Location: United Kingdom

Category: other-general

Principal RWE Consultant
Reports to Head of RWE
Job Summary
This Principal RWE Consultant role will be responsible for commercial and scientific consultancy, identifying, generating, and converting new business development opportunities, and overseeing account management of OPEN Health clients. The Principal RWE Consultant will be the primary client contact as potential projects are under discussion, to give scientific input, advice, develop the project concept with the most suitable OPEN Health offerings and move the project to contract completion. Beyond this point you will act as a consultant to the project team and client and where required support the implementation of project-related activities.

Essential Duties & Responsibilities
Business Development & Account Management
Contribute to the continuing achievements and annual targets of OPEN Health; identify and secure opportunities for real world evidence projects by understanding the current healthcare environment and the commercial objectives of our clients. Work towards a revenue target appropriate to a senior role, taking responsibility of contributing significant revenue to the RWE Centre of Excellence annually and to ensure their team members are providing appropriate levels of revenue in line with their roles. Support growth of the business through the development of strong client relationships. Lead on the conceptualisation of a range of observational research studies using real-world evidence methods, across both primary data collection and secondary database opportunities that cover our key service offerings including:
o Evidence generation workshops and strategy consulting
o Qualitative surveys
o Primary data collection chart reviews
o Retrospective database studies using European secondary electronic medical records (EMR), claims and registry

databaseso Database landscaping and feasibility assessmentso Expert elicitation studies (e.g. Delphi panels) Develop detailed and accurate proposals in response to taking a detailed brief from clients ensuring a clear understanding of objectives, timelines, and budgets. Prepare project fee and cost estimates, for the client proposal, to meet both client scope of work and ensure the profitability of the project for OPEN Health. As required, obtain fee/cost estimates from partner companies or third-party vendors to prepare the proposal. Revise the fee/costs as required to prepare client contract. Support Bid Defence meetings and the general coordination and generation of pitch decks. Study ConsultancyWork with our clients and internal and external experts in the therapy area to identify the appropriate methodology, including evidence generation using primary or secondary RWE methodology to provide the best possible and most appropriate solution for our clients.Support on the implementation of a range of observational research studies using real-world evidence methods, across both primary data collection and secondary database projects that cover our key service offerings outlined above.Conduct and facilitate RWE evidence generation workshops and lead the delivery of bespoke consultancy projects for clientsCommercial Study delivery Ensure smooth handover of project, at contract signed stage to the project team responsible for operational delivery with clear milestones established and agreed with the client.Ensure clients' commercial and scientific goals are embedded in the proposal and communicated effectively to the project team at handover.Retain lead responsibility to ensure that clients' commercial and scientific goals continue to be met as their project proceeds.Maintain close contact with the project team, to identify new business opportunities, and deal with scope change discussions as required, throughout the delivery of the project.Ensure the project maintains on track in terms of scope and budget and flag any out of scope work in a timely fashion to our clients.Review study success factors with project team and ensure the delivery of any client project review meetings.Additional responsibilities:Impactful participation at regular business development meetings and take an active role in the exploration of new opportunities for OPEN Health as a whole.Identify areas for process improvement to be shared with the Associate Director/Director. Adhere to internal processes and identify areas for process improvements, ultimately enabling leadership teams to make well-informed strategic choices.Maintain thorough working records of all project activities, complying with company SOPs and GDPR requirements. Experience, Skills, and QualificationsDemonstrable experience of working in healthcare RWE research in the Pharma industry or Clinical Research Organization and specifically, experience in observational or non-interventional

studies. Knowledge and demonstrable understanding of the pharmaceutical industry with a commercial focus; relating to product development, approval, marketing, and continued lifecycle management. Good basic clinical knowledge and experience across a range of specialities

Demonstrable relevant experience in RWE scientific consultancy/CROs/Pharma

First-line management experience

A MSc or PhD in a healthcare or scientific related subject

An independent, confident, proactive self-starter

Strong problem-solving skills with solutions focus

Excellent communication skills (verbal and written)

A natural ability to build strong working relationships with clients and colleagues

Developed negotiation skills

Excellent time management and project management skills

A keen scientific interest in clinical developments in the healthcare arena and a continual effort to understand current issues in the pharmaceutical industry

Strong presentation skills

IT literate – working knowledge of Word, Excel, and PowerPoint essential

Nice to have: Statistical programming skills in a statistical package (R/SAS and/or SQL)

About OPEN Health

OPEN Health unites deep scientific knowledge with wide-ranging specialist expertise to unlock possibilities that improve health outcomes and patient wellbeing. Working in partnership with our clients, we embrace our different perspectives and strengths to deliver fresh thinking and solutions that make a difference.

OPEN Health is a flexible global organization that solves complex healthcare challenges across HEOR and market access, medical communications and creative omnichannel campaigns.

What we offer:

As a global organization, OPEN Health is committed to supporting our employees and their families through a comprehensive benefits program

Competitive pay, generous paid vacation and holidays, and health insurance programs across all our locations

Ongoing training and development opportunities which foster and shape your individual career path

An active and growing commitment to bettering the communities our employees call home through our Corporate Social Responsibility program

The opportunity to thrive in a global, collaborative environment while working every day to improve health outcomes and patient wellbeing

Diverse, inclusive culture that encourages you to bring your whole self to work

If we sound like the sort of business environment in which you would thrive, then we would love to hear from you.

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