

## Consultant/Sr Consultant

Molekule Consulting (“Molekule”) is a recognized global leader in the development and refinement of primary competitive insights and intelligence for the biopharmaceutical and life sciences industries. Molekule aligns intelligence outcomes, focuses results and enables our client partners the ability to “win” in the highly dynamic and competitive biopharmaceutical vertical.

Molekule remains a trusted partner of biopharmaceutical players today and tomorrow.

This is a full-time, in-house position.

### **Key Accountabilities:**

- Conducts comprehensive and robust primary and secondary research using a range of sources
- Analyses research findings, using a range of tools and techniques, to generate insights against current and future client objective and context
- Develops specific elements of final client deliverables, with guidance of the engagement manager
- Attends client meetings and presentations, presenting key elements where applicable
- Identifies opportunities for future project roll-out and flags these with the project management
- Possess objective commercial viewpoint based on an in-depth understanding and analysis of commercial, clinical, and scientific competitive information
- Supports the development of proposals and other business development materials

### **Desired Skills and Experience:**

#### ***Technical Skills:***

- Possesses an in-depth understanding of the life sciences / pharmaceutical industry, to include recent trends, developments and current challenges
- Possesses core project management skills to effectively develop plans, track key activities with team members and identify and manage potential risks
- A track record of growing client accounts through relationship/rapport building and consultative selling
- Experience managing complex projects which are strategic in nature
- Ability to build a sensible picture of the future competitive marketplace based on analysis of incomplete data from disparate sources
- Ability to manage client relationships and communicate with internal team to drive project execution
- Highly proficient in the use of Microsoft Office, including PowerPoint, Excel

## ***Behavioral Skills:***

- Excellent interpersonal skills, able to build effective relationships both internally and externally at all levels
- Strong people management skills
- Demonstrates a commercial mindset with the ability to think strategically about client problems
- Ability to identify and develop new business opportunities within accounts
- Excellent communication skills, to include writing and presentation skills
- Desire to participate in 360° feedback & mentorship process including provide coaching and mentorship to team members
- Willingness and ability to participate in a fast-paced, geographically diverse, high-performing culture committed to excellence