



## Consultant

### OUR VISION

We aspire to be the premier strategy and competitive intelligence consulting firm in the life sciences industry delivering actionable insights and recommendations to our clients that are essential for decision making, strategy development, and execution.

### OUR VALUE

Molekule Consulting is a proactive and dedicated partner that leverages its industry leading CI expertise, deep area knowledge, and its extensive global network to provide world-class competitive intelligence and strategy services.

### OUR STORY

Molekule was incorporated with the notion that “good” and the “status quo” were inadequate. Born out of a vision to create a firm combining an ethos of strategic & actionable competitive insight with industry leading dedication to clients, Molekule Consulting was founded in 2012 by David Alderman.

Molekule seeks to align intelligence outcomes, focus results, and enable our client partners to “win” in a highly dynamic and competitive environment. Molekule is one of the few strategy consultancies dedicated solely to the CI space in the biopharmaceutical sector.

### RESPONSIBILITIES

- Develop bona-fide subject matter expertise in assigned therapeutic area(s) across therapeutic landscape(s) inclusive of reading medical journals, treatment guidelines, therapeutic textbooks among other resources.
- Develop and establish relationships with both HCPs and industry sources in the healthcare/biopharma industries.
- Proactively produce comprehensive and robust primary research (e.g., human source interviews) and secondary research (e.g., database review).
- Closely monitor competitor events (e.g., earnings calls, medical conferences, and investor events) to analyze, interpret, and synthesize insights into an alert that is aligned with project objectives.
- Proactively take ownership and responsibility for maintaining competitive landscapes and other deliverables within the scope of the project objectives.
- Maintain organization of all project workstreams and proactively plan to meet and beat client deadlines.
- Communicate and convey insights to client partners, along with providing considerations and recommendations.
- Attend client meetings and presentations as well onsite/virtual conference coverage, presenting key elements where applicable.

### EXPERIENCE

- **Education:**
  - Academic excellence and professional experience congruent with life sciences and biopharma.
  - Advanced degree preferred (e.g., PhD, MD, PharmD, MBA, MS).
- **Relevant Work Experience:**
  - Preferred: 2-3 years of experience in the pharmaceutical or healthcare industries, including management consulting, agencies, venture capital, or equity research.
    - Relevant extracurricular experience (e.g., internships, case competitions, etc.) is preferred for entry level candidates.
  - Proficient understanding of the drug development and commercialization process.
  - Experience conducting primary research is a plus.
  - Knowledge of key trends and emerging clinical/commercial/regulatory dynamics in pharma as it relates to specific therapeutic areas.
  - Experience presenting to clients in a concise and organized manner.
  - Foreign language skills are a plus.



## KNOWLEDGE/SKILLS/QUALIFICATIONS

- **Knowledge/Abilities –Technical Skills:**
  - Established research and analytical skills.
  - Experience reading complex medical literature.
  - Preferred if candidate has a strong clinical background in specific therapeutic area(s).
  - An understanding of treatment algorithms and treatment guidelines.
  - Understands key steps in the FDA and/or EMA's regulatory process.
  - Strong skills in Microsoft PowerPoint and Microsoft Excel.
- **Communications Skills (Verbal/Written):**
  - Excellent reading, writing, and grammar skills (Graduate Level).
  - Strong ability to communicate effectively both verbally and in writing to diverse audiences.
  - Ability to learn quickly, self-driven and capable of working with minimal oversight.
  - Ability to multi-task and work with evolving time-sensitive deadlines and priorities.
  - Excellent attention to detail and demonstration of resourcefulness.
  - Solid business and personal ethics.
  - Experience working in a team environment with an ability to debate opposing viewpoints effectively.

## LOCATION

- New England / Southeast; remote on a case-by-case basis

*EEO/AAP - Molekule provides equal employment opportunity to all individuals regardless of their race, color, creed, religion, gender, age, sexual orientation, national origin, disability, veteran status, or any other characteristic protected by state or federal law.*