



## Engagement Manager

### OUR VISION

We aspire to be the premier competitive intelligence and strategy consulting company in the life sciences industry delivering actionable insights and recommendations to our clients, 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 competitive intelligence consultancies dedicated solely to the CI space in the biopharmaceutical sector.

### RESPONSIBILITIES

- Able to provide tactical, day-to-day project leadership including managing construction of project plan (including Gantt), strategic objectives, deliverable scoping, and delivery to blue chip pharma clients.
- Conducts comprehensive and robust primary and secondary research using a range of sources.
- Analyzes 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 director.
- Attends client meetings and presentations, presenting key elements where applicable.
- Identifies opportunities for future project roll-out and flags these with 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. Solid business and personal ethics.

### EXPERIENCE

- **Education:**
  - Required: Academic and professional experience congruent with Life Sciences and Biopharma.
- **Preferred:**
  - PhD, MD, PharmD background with 5-10 years' experience minimally in consulting.
- **Graduate-level coursework required.**
  - PhD candidates having completed research in the fields of genetics, microbiology, pharmacology, biology, and related fields.
  - PharmD or MD candidates with direct clinical experience.

## KNOWLEDGE/SKILLS/QUALIFICATIONS



- **Knowledge/Abilities –Technical Skills:**
  - Established ability to synthesize primary and secondary research.
  - Hands-on experience with regulatory, medical, and commercial functions within the biotech and pharma industry.
  - Demonstrated ability to think strategically, lead market positioning and differentiation exercises, and craft recommendations that accurately describe market barriers and drivers.
- **Communications Skills (Verbal/Written):**
  - A mature ability to understand complex relationship problems pertaining to healthcare and investment.
  - Possesses a very high sense of ownership, responsibility over one's work and interest in teamwork.
  - Motivated and disciplined to work under tight timelines with diverse stakeholders.
  - Strong ability to communicate effectively both verbally and in writing to diverse audiences.
  - Self-driven to progress and capable of working with minimum direction.
  - Ability to multi-task and work with evolving time-sensitive deadlines and priorities.
  - Excellent attention to detail and demonstration of resourcefulness through work.
  - Solid business and personal ethics.
  - Experience working in a team environment with ability to assert own viewpoint 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.*