

## Consultant – Life Sciences Consulting

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Company: Universal Consulting India Pvt Ltd (UC)

Location: mumbai

Category: other-general

Preferred location – Mumbai, Pune

A Consultant should have been involved in formulating and executing market assessments, go-to-market and commercial excellence, customer targeting, value proposition, product strategies, product and service launches, field force effectiveness, therapy management programs, market access and pricing including regulatory and reimbursement, strategic sourcing, cost optimization, benchmarking, strategic planning, program management in Pharmaceuticals/ Biotechnology/ Medical Technology and Diagnostics. We are looking for Consultants with a strong background in healthcare consulting and a proven track record of innovative solutions. As a consultant, you will be required to travel to execute projects.

**Key Responsibilities:** Define engagement objectives, scope, and work plans. Part of multiple project teams and workstreams. Lead and conduct advanced research and analysis of market trends, competitor landscapes, and growth drivers across various industries. Provide insights and thought leadership in this area. Collaborate with key stakeholders, including clients, to understand their unique requirements and preferences, regardless of the industry. Lead client relationships and become a trusted advisor. Develop and execute sophisticated pricing strategies and compelling value propositions. Develop complex and detailed financial projections. Evaluate and establish high-impact strategic partnerships and alliances. Create client-ready presentations and deliver compelling business presentations. Identify and capitalize on complex growth opportunities, assess market potential, and provide comprehensive recommendations for expansion strategies across a range of industry segments.

**Qualifications:** MBA or equivalent advanced degree (MSc in Life science, Biotechnology/ Molecular Biology) Engineering in Bio-medical / Biotechnology/ Molecular

Biology/ Pharmacology/Microbiology Experience and Core Skills: 2+ years of strategy experience in a top-tier management consulting firm or related industry. Strong background in healthcare consulting including prior experience as a Consultant. Excellent written and verbal communication skills for client interactions and presentations. Analytical thinking and ability to perform detailed quantitative analysis and research using Excel, Numbers, and other analytics tools. Good problem-solving skills and demonstrated ability to develop complex growth strategies, market entry plans, and commercial strategies. Team management skills and ability to work effectively with individuals at all levels within an organization. Proficiency in Excel, PowerPoint, Numbers, commercial skills, Salesforce, and other relevant tools.

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