



groupH US VP Commercial Strategy Engagements

We are looking for a Commercial Strategy VP – The Role

As a Commercial Strategy VP, you will work with your clients on Commercial Strategy projects and lead a team of US and ex-US based consultants and analysts. Value-led decision making for novel, typically early clinical development stage life-science assets is an area close to your heart and you enjoy working within a global network of like-minded colleagues using the most innovative tools and processes available. We are looking for somebody to join us to help grow our US business and develop a business plan that builds on our existing operations. The successful participant will be offered a suitable share of this value creation.

Who you are

After many years in the industry your extensive and deep professional experience allows you to work very independently but you also know of the indispensability of a team and team members with different backgrounds to support larger engagements. You care less about formal job titles and more about aligning with the purpose of your engagements and working with trusted colleagues. You are passionate about value creation for innovative treatments and the importance of making the right decisions in particular at the early stages of drug development. You have learned to work in a flexible way with different clients at a closer or more hands-off level of collaboration.

You are an experienced Life Sciences consultant and industry expert with strong commercial and consulting experience in the US market and a track-record of successfully completed engagements with existing clients. You have at least 10 - 15 years' experience in relevant commercial roles in pharma, biotech, business development or VC and a consulting or market research agency background or a combination of different backgrounds.

The idea of working in a smaller, less formal organization, quick decision-making and having a bigger impact sounds appealing to you. You also like the idea of developing the structure and processes for a next-generation professional services organization. You will thrive in taking part in the value creation over the next 5 – 10 years.

Who are we?

groupH is a London-based, dedicated boutique consulting firm focused on delivering commercial insights for our clients. We have been working virtually since 2005 and our teams consist of a network of locally-based associates and partners with diverse backgrounds in key geographies. We help our clients to take the right decisions at an early-stage to optimize value creation for all stakeholders. Our insights are based on in-depth primary market research and analysis with leading clinicians & senior payers, as well as detailed secondary or market analysis.

groupH completed on average ~40 commercially oriented projects per year. Our project experience and insights are complemented by subject area focused external advisory boards who meet in regular intervals.

Our goals in the US

Our goal is to build a thriving US practice serving the innovative US biotech and pharma industry over the next 5 – 10 years by re-investing our profits into the business and by hiring the best and most dedicated individuals in their field. Discussion, evaluation and implementation of what a next-generation professional services company will look like is an integral part of groupH.

Location: You will work primarily from your home office. An office-based work environment remains a future option. Being located in or nearby the established East Coast biotech hubs is preferred but other locations are not an exclusion criteria and will be considered.

Tell me more...

- Find more information about groupH at groupH.com
- Permanent - FT
- Salary subject to experience and background and benefits package

If you would like to schedule a call to have more details about the position feel free to send us a direct message via LinkedIn or an email to anju.patel@grouph.com.