

Client lead – Director level

Insocius is a specialist consultancy partnering with senior leaders and their teams in the pharma and life sciences industries. We are change management, strategy, lifecycle communications and executive development experts who bring decades of pharmaceutical and life science industry experience to develop strategies and plans that improve R&D and commercial performance, enable organisational change, and advance leadership goals.

Insocius specialises in supporting leaders and teams meeting business challenges around: value articulation, organisation strategy acceleration, business transformation, executive performance. The quality of what we deliver is what leads to future work.

The Collaborators who deliver the work for our clients all work virtually and the majority work part-time. This model enables us to bring together some of the top talent in our sector and enable us to deliver to those standards that have made our name. We are looking for a senior Client Leader, a director level position, to lead our work with our pharma and life sciences clients.

Our clients:

Our clients are some of the largest global pharmaceutical and life sciences companies as well as rapidly scaling Biotechs and our current projects are with teams based in the US, and Switzerland. Your direct contacts will typically be C-suite (Biotech), C-1, C-2 leaders (Pharma) and their teams. Our core role is to work with them to diagnose, articulate and activate strategies to address the challenges they face.

Your role:

As a Client Lead with deep expertise in the Commercial development pathway, you will initially be the lead Insocius contact for three growing clients in this space, responsible for setting the vision for our partnership with these clients, developing client relationships with project decision-makers and budget holders, offering strategic leadership to Insocius teams and overseeing the work of project teams.

You will be accountable for building and winning new business with these clients and developing new clients for future work. Our work on the commercial development pathway covers Phase 2 testing to launch. You will have deep understanding of market access, marketing excellence, go-to launch excellence and what commercial development organisations need to excel at to thrive.

Projects include:

- Developing early value propositions and messaging for products after TPP, and support the decision to put into launch runway
- Ensuring Country enablement for launch readiness, converting complex market data into simple models, identifying country archetypes, approaches to patient engagement and services, market access and policy building
- Developing the effective Operating Model for teams to prepare to commercialise their product and embedding those new ways of working • You will be working with a range of key client stakeholders including global commercial functions, global medical affairs, global market access, global marketing excellence, corporate communications, and regional leads.
- You will be accountable for deepening these relationships, delivering the agreed programme/s and growing Insocius' business with the client by successfully developing and introducing ideas and strategies to clients based on your knowledge, experience and insights.

Candidate requirements:

Experience and skills

- Significant (15+ years) experience as a client lead in a top-tier consultancy working with a major global pharma or life science clients.
- Experience in a senior leadership role within a pharma or life science company would be very advantageous.
- Deep understanding of the Commercialisation process in pharma and life sciences.
- Able to demonstrate a track record of successfully engaging and influencing client company leaders.
- Can demonstrate success in converting business opportunities into defined and billable projects/budgets.
- Experience of providing strategic advice and senior client counsel at a global level.
- A track record of leading teams in an agency or consultancy organisation based on common goals, with first-rate project management skills.

Interested in learning more and discussing whether this is the next step in your career, contact:

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