

# The Shortlist

<http://theshortlist.careers/job/principal-consultant-director-life-sciences-practice/>

## PRINCIPAL CONSULTANT / DIRECTOR – LIFE SCIENCES PRACTICE

### THE COMPANY

This is a rare and exciting opportunity to join a fast-growing, international management consultancy and leader in digital strategy. Because of their early focus on digital transformation (over 11 years now), they have not only become a leader in their field but also managed to double in size, over the last three years. (This is on top of being a successful, global consulting firm for over 50 years.) We are looking for a Principal / Senior Manager for one of their most prestigious and fastest growing units – Life Sciences.

### SO HOW ABOUT YOU?

Please note that you **MUST** have an outstanding record of achievements when it comes to:

- Generating a minimum of \$2 million and more in annual consulting business by selling (consulting) services to F500 Life Sciences & Pharmaceutical companies
- Deep understanding of Value Chain development and customer analytics across the life sciences and customer health sector
- Product positioning and launches; Improving customer acquisition, retention and loyalty
- Closed loop marketing driven by new capabilities in customer centricity and multi-channel integration optimising marketing and sales campaigns
- Digital Marketing transformation and change management
- A national book of business (willingness to travel nationally) and proof of building lasting relationships
- Motivating, inspiring large consulting and project teams
- Likely to have Big 4 consulting experience (as in PWC, E&Y, etc.)

### WHAT'S ON OFFER?

In their quest to find the very best candidate in the market, our client is prepared to shape an offer around your own individual requirements, including a strong base salary and bonus package as well as other financial and non-financial incentives to make the deal lucrative to you.

### Location

New York (NY), Atlanta (GA), Chicago (IL), United States

### Salary

USD 180,000, per annum (+ bonus & benefits) – USD 220,000, per annum (+ bonus & benefits)

### Release Date

19. Januar 2019

### Date of Expiry

30. April 2019

### Apply by email

[gerd@fabconsulting.co.uk](mailto:gerd@fabconsulting.co.uk)