**Pharma R&D Management Consulting Senior Manager**

JOB NO. 00762539

This position is for a Client & Market career track within Accenture’s global **Accelerated Life Sciences Solutions (ALSS) Research & Development (R&D) Management Consulting Practice.** Our R&D business provides innovative solutions that help pharmaceutical companies focus on the science of getting new products to patients faster - across research, clinical, regulatory, pharmacovigilance and medical affairs. We help our clients with their priorities:

• Focusing on patient engagement throughout development- Talk about patient compliance vs adherance

• Advancing the next generation of R&D operating models resulting in better collaboration

• Driving scientific and operational excellence and enabling efficient information analysis

• Harnessing the digital R&D revolution, using real world data to address customer needs

ALSS is a global industry business service and spans all five of Accenture’s businesses (Strategy, Consulting, Technology, Operations, Digital), which allows us to bring integrated end-to-end solutions to our clients.

**Job Description**

R&D Consulting professionals work closely with our clients to design, build and implement strategies that can help enhance business performance, which requires our people to understand how business, technology and operations intersect. Our deep understanding of our clients’ industry and our global perspective on progressive business ideas and emerging technologies enables us to drive and deliver transformational change.

Typically our Senior Managers work at client sites, which requires travel. This position may require up to 75% travel (Monday through Thursday), depending on candidate location and specific project responsibilities.

A professional at this position level within Accenture has responsibilities for the following activities:

* Providing strong R&D functional knowledge and expertise to team members- need research and development knowledge
* Providing solutions to complex business problems within an area of responsibility, where analysis of situations and/ or data requires in-depth R&D industry knowledge and an understanding of an organization’s objectives- research example of pharma objectives, and industry knowledge
* Leading teams (managers, consultants, analysts) on client engagements, with accountability for (1) correct focus and alignment to client expectations, (2) on-time completion of the work, and (3) a work product meeting or exceeding the highest quality standards
* Using research and professional experience to develop innovative thought leadership and points of view and to contribute relevant industry insights to project teams and clients
* Leading teams in the design, development and implementation of business operating models, (e.g., vision and strategy, business processes, organizational and governance structures, supporting tools and templates, performance metrics), and the related change management activities associated with implementation
* Defining the strategic direction of a project team aligned to client interests and expectations, working with the team manager to communicate and execute that strategic direction effectively within the project team
* Interacting with senior management at a client and/ or within Accenture, which may involve negotiating or influencing on matters of significant importance
* Using latitude in decision making and judgment to determine solutions to day-to-day and project challenges
* Managing large teams and/ or work efforts (if in an individual contributor role) at a client or within Accenture
* Contributing to the growth of the R&D Consulting Practice by identifying and pursuing new business opportunities, leading proposals, presentations, recruiting activities, and by coaching and mentoring managers, consultants, analysts

## Qualifications

**Basic Requirements**

* 7+ years of consulting experience with an emphasis in management consulting
* 7+ years of experience working in the Life Sciences industry
* Bachelor’s degree

**Preferred Skills**

* Science or engineering Bachelor's degree preferred
* 4+ years working in Life Sciences R&D industry (e.g., clinical development, pharmacovigilance, regulatory, medical affairs), or related areas (e.g., CROs
* Experience working with executives in Life Sciences R&D, with network of existing clients
* Top tier consulting firm experience
* Strategic consulting experience, including but not limited to;

o Significant client impact and value creation

o Issue-based problem solving

o Structured communications

o On time and on budget high quality project delivery

o Follow-on project sales and ability to sell work to new clients

* Significant responsibility leading teams and exceptional team building/ mentoring skills
* Excellent leadership, client-facing communication (written and oral) and interpersonal skills
* Proven ability to work creatively and think analytically
* Demonstrated leadership in professional setting; either military or civilian
* Demonstrated teamwork and collaboration in a professional setting; either military or civilian

All of our consulting professionals receive comprehensive training covering business acumen, technical and professional skills development. You'll also have opportunities to hone your functional R&D skills and expertise with industry-specific training. We offer a variety of formal and informal training programs at every level to help you acquire and build specialized skills faster. Learning takes place both on the job and through formal training conducted online, in the classroom, or in collaboration with teammates. The sheer variety of work we do, and the experience it offers, provides an unbeatable platform from which to build a career.

Dear Hiring Team,

As a first generation, college graduate of immigrant parents, I am an advocate for making the world a better place. For that reason, I am a fan of Accenture’s vision to bring innovations to improve how the world works and lives. I was excited to see the position of Pharma R&D Management Consulting Senior Manager

open at Accenture. I am confident that my years of experience working in the biotech and pharma industries, I can help design creative solutions to complex business problems.

In my most recent position as Account Manager at CoWin Biosciences, I have successfully built and maintained strong customer relations with over 180 new clients while cutting company costs by 17%. I was able to exceed expectations by understanding customer needs with help of my biochemistry background. I also had to opportunity to work with international marketing teams in China and Canada; and experience interacting with CoWin Bioscience’s VP and C-suite executives. My main objective at the company was increasing the client base through B2B and B2C sales. In addition to increasing and maintaining sales, my job was to analyze various types of data from lab work to customer market data, to get product to the customer as quick and efficient as possible while providing the best service.

* Negiotiate/ influence
* Manage large teams
* Presentations
* Pursue new opportunity , Lead proposal
* Execute
* Operating models (how to incorporate this into cover letter?)

Before working at CoWin Biosciences, I was a certified as a pharmacy technician at CVS Pharmacy. In the pharmacy, I had the opportunity to directly collaborate with pharmacists and doctors to help improve patient quality of life. I was able to do this through assisting pharmacists with patient adherence calls and organizing patient consultations. There, I learned the importance of patient compliance vs adherence. Compliance is when the patient just follows the doctor’s orders. Adherence has more patient engagement with their health plan, while including factors such as lifestyle. With patient adherence, many patients are happier to have a greater role in their healthcare, and therefore improve quality of life by learning more about the medications they are taking. Working in retail pharmacy, was when I witnessed the true importance communication, especially when regarding of healthcare.

I am eager to learn new skills quickly, meet new people and adapt with any work environment. Throughout my job as an intern at State Street Corporation, Boston, I have experienced a great deal of responsibility and presented ideas to a variety of people. There I worked my way up from back office inputting and organizing customer mutual fund information to middle office, in which I created websites and presentations to showcase ideas on how to make the employee company website more user-friendly and accessible.

Thank you for taking time to consider my application. I look forward to discussing this position and my qualifications with you at your earliest convenience.

Best,

Hillary Chau

HEADING enhance business performance

Get them hooked and to read more:

Why Am I the perfect fit?

They want to help pharmaceutical companies focus on the science of getting new products to patients faster - across research, clinical, regulatory, pharmacovigilance and medical affairs.

• Focusing on patient engagement throughout development- Talk about patient compliance vs adherance

• Advancing the next generation of R&D operating models resulting in better collaboration

* + Create powerpoint presenatitons with operating models to plan sharepoint websites during the merger of evergreen and wells fargo account

• Driving scientific and operational excellence and enabling efficient information analysis

* + How?

• Harnessing the digital R&D revolution, using real world data to address customer needs

* Providing strong R&D functional knowledge and expertise to team members- need research and development knowledge
  + Staying updated in current trends thru contacts and networking at different biotech events and research pizza talks
* Providing solutions to complex business problems within an area of responsibility, where analysis of situations and/ or data requires in-depth R&D industry knowledge and an understanding of an organization’s objectives- research example of pharma objectives, and industry knowledge
  + Depends on the stage of research
    - Talk about > Paper on creutz-jacob disease info etc during interview
    - Talk about> understanding trials from animal to human
    - Knowledge of the All of US program
* Leading teams (managers, consultants, analysts) on client engagements, with accountability for (1) correct focus and alignment to client expectations,
* (2) on-time completion of the work, and
* (3) a work product meeting or exceeding the highest quality standards
* Interacting with senior management at a client and/ or within Accenture, which may involve negotiating or influencing on matters of significant importance
* Experience with C suite executives
* Using latitude in decision making and judgment to determine solutions to day-to-day and project challenges
* Managing large teams and/ or work efforts (if in an individual contributor role) at a client or within Accenture
* Contributing to the growth of the R&D Consulting Practice by identifying and pursuing new business opportunities, leading proposals, presentations, recruiting activities, and by coaching and mentoring managers, consultants, analysts
* Experience training people at CW for sales and when working pharma

Sales experience in COwin biosciences

* + B2B and B2c experience
  + Trained new sale reps
  + Communicate with C- suite representatives
  + Worked with international marketing team
  + International sales and negotioatsino
  + Great staying withing and cut company cost by 17% by improved resource management

Worked with variety of different patients and doctors @CVS

* + Patients differences of patient compliance and adherence (passion for improving info accessibility to patients)
  + Know how to talk to doctors
  + Experience with insurance and client billing
  + Bonus coupons to give docs and patients incentive (but have idea to make more accessible and easier to promote product)

Was a licensed pharmacy tech, so I know some regulatory laws and understand HIPPA

Have a biochem degree,

* + Understand the struggles of research how client/lab get grants and regulatory issues

Why is the company a perfect fit for me?

I know the XYX plan to help clients with blah blah. This project/role is perfect fo my personal and professional interests , and exciting opportinty to create operation plans to improve communication between patients and pharma. I would love to use my knowledge from working in various industries of biotech sales and pharmacy to achieve awesome sauce results with this initiative.

Closing paragraph:

Please hire me and we can discuss your different objectives and show you how my success at Cowin can translate into growth for xyz,

K thanks,

Hillary Chau