

# Job Notification Form, IIT Delhi

## Company Overview

**Name:** Orbees Business Solutions Pvt. Ltd.

**Website:** <http://orbeesmedical.com/>

**Company Type:** Consulting

**Description:** Orbees Medical: A Global Strategy and Management Consulting company

Orbees Medical provides innovative marketing and sales strategy solutions to healthcare companies in the U.S. and Europe. Our clients develop life-saving therapies and products with the great rigor and evidence, meeting and setting the highest clinical standards globally. Within the healthcare sector we focus on Medical Device and Pharma companies. Our customers include Medtronic, Johnson and Johnson, Sanofi, and Edwards Life Sciences.

In addition, Orbees is aggressively expanding into Digital Health – providing strategy to traditional medtech and new entrants that are leading the digital transformation of healthcare. Orbees has developed strong relationships with marquee high-tech companies including Google and Apple.

? We are the only off-shore company that deploys Indian talent to manage high-end strategy consulting and market research projects from start to finish, including client management.

? We are rapidly growing and competing head-on with global leaders such as McKinsey, BCG, Bain, and other established players.

? We engage directly with company leadership, such as group Presidents and CEOs, and senior executives that are leading company portfolio management and strategy, sales, and marketing.

? We team with leading medical experts, physicians, and industry experts on our projects, and they work closely with the Orbees core project team, including the India team members.

Our solutions include:

- Market opportunity evaluation, business case evaluation, organic and inorganic growth strategies, market strategy development, market segmentation, therapy landscape analysis, market forecast and financial models development, technology assessments.
- Digital Health strategies including integration of digital data-driven solutions with core medical device products and solutions of the customer.
- Product launch and commercialization strategy.
- Market development strategy.
- Sales operation strategy and optimization.
- Identification and assessment of targets for acquisitions, in-licensing, and partnerships.
- Company valuation and due-diligence in support of M&A, exit-strategies, JVs.
- Disease, clinical, and market intelligence development.

## Job Details

**Designation:** Associate Consultant

**Type:** Consulting

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Orbees Team

The Orbees team is an amalgamation of disciplines of engineering, medicine, life sciences, statistics, information technology, and business administration. Our consultants have strong academic credentials and exhibit intellectual leadership, with a well-honed ability to evaluate evidence and information to develop commendations and strategy.

Work Culture – Highly creative and challenging, no hierarchy, self-managed, flexible timings, and a highly conducive environment for rapid career growth (some of our consultants have led projects within a few months of joining Orbees). Talk to your friends at Orbees to know more about our dynamic work culture.

Job Description:

At Orbees Medical, you will be involved in solving some of the most challenging business and strategic problems faced by senior executives (CEO/VP/Directors) of leading global healthcare companies. You will be working and interacting with the client teams directly, and you will be making actionable recommendations that frequently impact billion-dollar decisions. Additionally, you will typically be interacting with globally renowned physicians and subject matter experts on any specific project.

We do not restrict our recruitment only to candidates with backgrounds in life sciences and medicine. Majority of our India team is from the top Engineering schools in India – we do restrict our recruitment to the IITs and BITS. Once hired,

we expect the candidate to join the Orbees Hyderabad office as soon as possible.

Skills and Experience you will develop soon after joining Orbees:

- Strategic thinking
- Solving challenging business problems
- High Emotional Intelligence (EQ)
- Excellent project execution, multi-tasking, project delivery skills – all the way from proposal preparation to final client presentation
- Strong presentation and communication skills
- Becoming highly self-driven
- Thriving in global and often unstructured environments
- Paying attention to detail while not missing the big picture
- Being very focused on "value to the client"

Responsibilities:

- Conduct market research that includes developing intelligence about the market, competition, disease, and clinical aspects.
- Collection of pertinent information, synthesis, and generating insights and recommendations.
- Performing in depth qualitative and quantitative analyses.
- Use various market research methodologies (primary and secondary).
- Conducting primary research including in-depth interviews of physicians and subject matter experts.
- Preparing client deliverables that includes PowerPoint-based presentations and reports, and Excel-based frameworks and models.
- Presentation to clients.
- Communication with clients.

Please visit the company website <http://www.orbeesmedical.com/> for more details.

**Joining By:** 4 July 2022

## Salary Details

**CTC:** 1,350,000 INR Per Annum

**Gross:** 850,000 INR Per Annum

**CTC Breakup:** Per Annum Per Month  
Gross Annual Compensation 8,50,000 70,833  
Basic 3,40,000 28,333  
House Rent Allowance 1,36,000 11,333  
Employer Provident Fund 40,800 3,400  
Special Allowance 3,33,200 27,767  
Gross Total 8,50,000 70,833

Take home without income tax 63,833

Deductions  
Employee Provident Fund 3,400  
Employer Provident Fund 3,400  
Professional Tax 200  
Income Tax

Total deductions (excluding Income Tax) 7,000

Take Home (excluding Income Tax) 63,833

**Perks / Bonus:** Annual vesting Performance Bonus 5,00,000 vested over 5 years starting from 2nd-year completion  
Gratuity  
Health Insurance cover

**Bond:** Yes

## Selection Process

**Resume Shortlist:** Yes

**Written Test:** Yes

**Online Test:** Yes

**Group Discussion:** No

**Medical Test:** No

**Personal Interview:** Yes

**No. of Rounds:** 4

**No. of Offers:** 7

**Minimum CGPA:** 6.0

## Eligibility

**Recruiting PHDs:** No

**Eligible Departments:** B.Tech in Biochemical Engineering & Biotechnology, B.Tech in Chemical Engineering, B.Tech in Civil Engineering, B.Tech in Computer Science & Engineering, B.Tech in Electrical Engineering, B.Tech in Electrical Engineering (Power and Automation), B.Tech in Engineering Physics, B.Tech in Engineering and Computational Mechanics, B.Tech in Materials Engineering, B.Tech in Mathematics & Computing, B.Tech in Mechanical Engineering, B.Tech in Production & Industrial Engineering, B.Tech in Textile Engineering, B.Tech and M.Tech in Biochemical Engg & Biotechnology, B.Tech and M.Tech in Chemical Engineering, B.Tech and M.Tech in Computer Science & Engineering, B.Tech and M.Tech in Mathematics & Computing, B.Tech in Civil Engineering and M.Tech in Geotechnical and Geoenvironmental Engineering, B.Tech in Mechanical Engineering and M.Tech in Thermal Engineering, B.Tech in Mechanical Engineering and M.Tech in Computer Science & Engineering, B.Tech in Civil Engineering and M.Tech in Structural Engineering, B.Tech in Civil Engineering and M.Tech in Construction Engineering & Management, B.Tech in Textile Engineering and M.Tech in Computer Science & Engineering, B.Tech in Engineering Physics and M.Tech in Computer Science & Engineering, B.Tech in Chemical Engineering and M.Tech in Computer Science & Engineering, B.Tech in Production & Industrial Engineering and M.Tech in Computer Science & Engineering, B.Tech in Mechanical Engineering and M.Tech in Computer Science & Engineering, B.Tech in Mechanical Engineering and M.Tech in Computer Science & Engineering, B.Tech in Production & Industrial Engineering and M.Tech in Production Engineering, B.Tech in Civil Engineering and M.Tech in Water Resources Engineering

