

Global Head Health Economics – Major Pharma

Background

The Client was a major international pharma company looking to invest in the skills necessary to help the global R&D teams bring a commercial focus to bear earlier in the drug development process. While health economists were already working in R&D and in Marketing, it was felt that an opportunity existed for individuals to focus on value demonstration work within global R&D and each one to work crossfunctionally across a therapy area.

The Assignment

It was recognised that a technically qualified candidate with the requisite commercial and team skills would not be easy to find. A Search was instigated amongst likely candidates across Europe and referrals resulted in some candidates also being identified in the U.S. The shortlist of six included individuals from pharma, the medical device industry and also in one instance from a specialist consultancy.

The Result

In addition to the shortlist of qualified candidates, the Client also received information on their current reputation in this area amongst peer businesses as well as a small but useful survey on salary and benefits.