

Amsterdam, 24 November 2020

Associate / Engagement Manager

Context

Plich Advisory had an incredibly successful start: with more than 40 engagements and 15 clients over 2 years. Now it is time to expand, to advise more clients – to ensure that every step they make is the right one. We will hire either the position of an associate or an engagement manager (or perhaps both).

About Plich Advisory

Plich Advisory is a private top-tier boutique strategy and advisory firm for pharmaceutical leaders. Plich Advisory specialises in strategic positioning, drug pricing and commercialisations of medicines in Europe, and the US. We advise across product life cycle – from early development, through launch to loss of exclusivity. Plich Advisory core expertise are orphan medicines and loss of exclusivity management. Our mission is to ensure that every move pharmaceutical leaders take is the right one. Clients include board of directors, C-suites, profit and loss (P&L) holders and functional heads at a range of US and EU biotechs as well as established pharma and generic players. Our founder and managing director, Adam Plich, brings 15 years of executive experience in these areas.

Plich Advisory operates with a network of experienced partner associates in each country to ensure that the local on the ground expertise feed into the European or global engagements. We operate out of our Amsterdam Head Office to serve clients globally.

Responsibilities

- Desk review of client's materials.
- Desk research for drug prices, health technology assessments, competitive intelligence, regulatory matters, scientific literature and other.
- Analogue research.
- Preparation of slides, analyses, graphs, reports, minutes and deliverables.
- Development of analytical frameworks.
- Identifying, setting up and performing interviews with stakeholders.
- Project management, including contracting, expert scheduling and other.
- Proposal contributions.
- Client presentations.
- Management of local or expert partners of Plich Advisory
- Contribution to building Plich Advisory, for example: building internal and external databases of documents and contacts; processes development.

Why should you consider this role?

- Executive-level clients.
- Super-exciting strategic engagements with multi-million euro impact.
- Above-average salary and annual performance bonus.
- An opportunity to be mentored and coached by a pharmaceutical executive.

Requirements

- You are ambitious and hungry – and you love intellectual exchange.
- You get things done – fast. At the same time, you are confident (and sometimes bold) to advice others.
- You have very good PowerPoint skills to develop highly-visual and high quality report presentations.
- You have good Excel skills – perhaps you even love it!
- Your English is fluent and you love writing in English.
- You have above average intelligence and you know how to use it.
- You are proud of your analytical skills that you can deploy to break the problems down into individual components while keeping the bird-eye view.
- You have management consulting (or other advisory - legal or financial) experience:
 - 2–3 years for associate.
 - 4–5 years for engagement manager.
- Out of those, past experience in pricing and market access is required for
 - Not less than 2 year for an associate.
 - Not less than 4 years for engagement manager.
- Experience in a pharmaceutical company, on a country or European level:
 - Is a plus for an associate.
 - Is highly preferred for an engagement manager.
- Past experience in forecasting, in/out-licensing (business development), pharmaceutical law, regulatory affairs, brand planning, medical affairs, sales force sizing is a plus.
- Life science or financial/statistical/econometric education is a plus
- If you apply for Engagement Manager, you are expected to have a network of country and functional experts

Terms

- Service agreement, part- or full-time employment.
- You will be formally reporting to Adam Plich, Managing Director.
- Location – Plich Advisory Headquarter office in Amsterdam, Netherlands.
- Remote arrangements are possible.
- Little travel required.

What should you do?

- Send your CV/resume to office@plichadvisory.com. Please explain in your application why you are interested in this position.
- You will be expected perform a task to demonstrate your abilities