

## Managing Consultant, Public Health Consulting

The Managing Consultant role within Rabin Martin involves managing programs, client relationships and people – while growing your own levels of impact and influence in public health. The Managing Consultant is a critical Team Leader who plays a key role in contributing to Rabin Martin's growth and strategic direction.

You will lead client relationships as a trusted advisor, thought partner and technical expert. You will ensure the quality and timeliness of client deliverables and programs, share knowledge and expertise with peers and mentor and develop staff.

A knowledge of the pharmaceutical industry would be an asset for this role as most of Rabin Martin's clients are large global pharma firms.

### Client Services

- Build trusted relationships with clients, demonstrating understanding of their needs and expectations and offering solutions that result in client retention and organic growth.
- Manage the day-to-day direction of programs and initiatives for client assignments, identify opportunities to increase impact. Lead project management responsibilities to meet client needs effectively and efficiently. This may include contracting the management of project budgets and monthly financial reports.
- Lead collaborative efforts with internal colleagues to create impactful solutions that benefit the public health needs of specific underserved and/or vulnerable populations while simultaneously supporting the business needs of clients. This includes leading research and analysis efforts, brainstorming sessions, leveraging networks, and identifying relevant information to support ongoing client engagements as well as identifying potential new opportunities.
- Present ideas and projects independently to clients, respond to client questions and manage the day-to-day interactions with a client. Adeptly respond to client requests, questions and concerns, articulate reasoning behind recommendations.
- Stay up to date on trends relevant to our clients' interests in global health. Advise clients on communicating effectively with important global health stakeholders, media, internal employee audiences and the general public.
- Work with clients, team leads and staff to appropriately manage processes and procedures to ensure that high-quality, on-time and on-budget standards are met for projects.
- Lead client accounts, overseeing all aspects of projects from planning to staffing to budgeting and reporting.
- Ability to continually seek out and understand client needs and provide solutions which strengthen the relationship and contribute to organic growth; serve as key counsel to the client; and identifies opportunities to bring in other RM staff or external consultants to grow client relationships and business.
- The ability to generate and present ideas and recommendations independently to colleagues and the senior team, as well as lead as a persuasive presenter in major pitches and client presentations alongside other senior Rabin Martin team members.
- Develop client-ready communications to facilitate decision making, communicate status, mitigate risk, or resolve issues.
- Leads the development of proposals, including narrative writing, staffing, and budgeting, in guidance from senior staff.
- Proven ability to independently make quality recommendations and informed decisions with minimal input. Identify barriers and obstacles to meeting deadlines and provide possible solutions.

## **Business Development**

- Lead efforts to cultivate the generation of ideas to expand scope of work with current clients and, with other team members, contribute to the pursuit of new client opportunities. Produce clear, concise verbal and written and persuasive pitches for new business acquisition.

## **Leadership**

- Exemplify Rabin Martin culture and values, committed to supporting an inclusive workplace, and build and maintain a strong and positive team culture.
- Ability to successfully facilitate internal and external meetings, such as planning meetings, brainstorm sessions, workshops, and panel discussions.
- The ability to provide compelling narratives based on our knowledge and technical expertise to support a call to action and identify new business opportunities for our clients.
- Effective communicator who provides clear direction, sets achievable goals, and consistent, constructive feedback.
- Delegates with clearly defined responsibilities and empowers others with authority and resources to achieve desired outcomes.
- Proven ability to problem-solve, find creative solutions, and remain calm and flexible during times of change.
- Drives innovation and inspires others to bring new solutions and ideas to the table.
- Work independently as well as in a team setting, can conceptualize tasks and identify needs and skill-sets necessary to complete tasks. Is responsive to the needs of others, asks appropriate questions, follows directions, and accepts feedback and directions from peers and senior team members.
- Experience in fostering collaboration across firm and support and respect colleagues. Look for opportunities to demonstrate/share knowledge with co-workers.
- Work well with others, interacting in ways that establish trust, always acts professionally. Work well under pressure, is flexible and stays positive during unforeseen changes.

## **People Management**

- Manage and review team daily time-sheet entries in an efficient and timely manner adjusting work allocations as needed to support team efficiencies. Keep project managers informed of team availability.
- Identify new areas for learning, regularly take advantage of learning opportunities, and actively look for opportunities internally and externally to utilize and share newly gained knowledge and skills to improve work performance. Encourage staff and help identify and recommend areas for learning, sharing knowledge and skills to improve work performance.
- Demonstrated experience managing staff, providing clear and constructive feedback and actively training/upskilling, mentoring, and managing their professional development and career progression. Provide clear direction on assignments, delegate tasks appropriately, encourage questions and provide follow up.

## **Qualifications**

- A bachelor's degree in public health or relevant healthcare or business field at a minimum. A post graduate degree and relevant professional designation such as an MPH, MPA, MSC or MBA is preferred.
- A minimum of 7 years' experience in public health (including field work) and/ or with a professional service

consulting firm, working to implement effective public health or related initiatives that deliver improved patient outcomes and business growth.

- Experience synthesizing research and analysis into structured and logical recommendations.
- Experience developing, selling, and delivering high-impact and innovative strategy projects is an asset.
- Experience in building and maintaining relationships with clients, partners, and international and national-level public health stakeholders.
- Exceptional analytical, quantitative, and conceptual thinking skills following common management consulting methodologies and tools.
- Demonstrated experience leading and managing project teams and staff and creating and managing budgets/project plan.