

## Partner, Public Health Consulting

The Partner role within Rabin Martin is a member of the leadership team, with responsibility for helping to guide the overall growth of the organization, with an emphasis on firm strategy, client relations and team leadership and development; leadership and oversight of strategic firm initiatives; firm positioning in the global marketplace, engagement, and growth.

You will lead client relationships as a trusted advisor, thought partner and technical expert. You will be responsible for the growth and development of a portfolio of clients, a diverse team of public health professionals and, in collaboration with other leadership team members, the overall strategic direction of the firm.

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

### Client Services

- Leverage the capabilities of Rabin Martin to help clients improve the health of vulnerable and underserved populations around the world.
- Become a trusted advisor who understands and solves client business problems.
- Drive the successful delivery of an outstanding client experience.
- Lead presentations for senior clients, provide strategic insights and compelling narratives based on knowledge and technical expertise.
- Develop, maintain, and grow a comprehensive portfolio and a diverse client base. Set long-term aspirations and annual goals for client portfolio, accountable for global revenue within portfolio and strategic oversight of service and delivery. Ensure appropriate RM positioning vis a vis other consultants working with shared clients.
- Identify and secure opportunities to develop and enhance the scope of work for current clients and enhance the firm's relationship with current and prospective clients.
- Trusted client advisor, who stays up to date on trends and regularly shares key industry insights and information for consideration.
- Experience with continually seeking out and understanding client needs and provide solutions that strengthen the relationship and contribute to organic growth.
- Leverages colleagues and additional technical expertise to add value to both ongoing client engagements and potential new areas for engagement.

### Business Development

- Responsible for overall firm management and growth, in partnership with the Leadership Team.
- Help design and manage Rabin Martin's growth strategy, including developing expanded offerings and the capabilities to deliver them.
- Develop, introduce, and implement best practices in all facets of Rabin Martin's business.
- Contribute to the achievement of financial targets of the firm. Network and develop relationships with new potential clients; identify and secure new client opportunities.
- Cultivate and manage Omnicom stakeholder network to support client service and growth.
- Builds and maintains relationships within the Omnicom Network to increase and support partnerships and referrals.

- Cultivates personal networks to influence and develop potential professional relationships and business leads.
- Set goals within a client engagement, accountable for strategic oversight of service delivery as well as revenue.
- Drives innovation, inspires and encourages others to bring novel solutions and ideas to the table.

## **Leadership**

- Develop and exemplify Rabin Martin culture and values.
- Create opportunities for collaboration and growth across the firm, supporting and encouraging collaboration at all levels, and knowledge sharing.
- Accountable for driving diversity, equity, and inclusion efforts, in partnership with the Leadership Team.
- Acts as leading contributor to firm thought leadership activities. Encourages team collaboration and active participation in thought leadership activities.
- Supportive and respectful, acts as a role model, holds others accountable for supportive and respectful behaviors.

## **People Management**

- Recruit, retain, develop, and lead high-performing teams that sell and execute solutions for clients
- Provide coaching and mentorship to internal talent, with specific focus on succession planning and identification of talent management needs, alongside HR.
- Demonstrate experience leading and coaching staff, providing clear and constructive feedback and actively training/upskilling, and managing their professional development and career progression. Provides clear direction on assignments, delegate tasks appropriately, encourages questions and provides follow up.
- Ensures the development of people, supports growth and development of teams and individuals through performance management, coaching and mentoring of team members.
- Exemplify working well with others in ways that establish trust; always acts professionally, demonstrates high emotional intelligence, self-awareness in all settings, and display diversity and cultural sensitivity.
- Make well-informed decisions, remain calm under pressure, stay positive and flexible during unforeseen changes, and able to solve conflicts conclusively.

## **Qualifications**

- A Bachelor's degree with 15+ years relevant full-time work experience in a global health and/or strategic consulting capacity.
- Experience in strategy/management consulting, preferably in public health, collaborating with various stakeholders and sectors; proven success in managing and growing global accounts in a client-service environment.
- Superior leadership, organizational and problem-solving, interpersonal skills required: results oriented.