

Senior Consultant, Public Health Consulting

The Senior Consultant role within Rabin Martin involves contributing to client work – while growing your own levels of impact and influence in public health. A Senior Consultant plays a key role in the day-to-day work of strengthening client relationships, collaborating with team members to develop novel, strategic solutions and leading in the creation and delivery of reports and presentations.

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

- Collaborate with Rabin Martin team members to identify both the public health needs of specific underserved populations and the commercial needs of healthcare companies to create novel solutions that benefit people and businesses.
- Conduct and analyze research and guide the team to appropriate academic resources, and conduct primary research and stakeholder interviews.
- 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.
- Ability to generate and present ideas and recommendations independently to colleagues and the leadership team, as well as participate as a persuasive presenter in client presentations and pitches alongside other senior Rabin Martin team members.
- Ability to generate documents for client presentations and deliverables that are persuasive, compelling, and require minimal editing and revision.
- Develop client-ready communications to facilitate decision making, communicate status, mitigate risk, or resolve issues requiring minimal oversight and revision.
- Ability to work well under pressure in a way that generates trust internally and with clients, be flexible to changing client and firm needs, and stay positive during unforeseen changes.
- Incorporates client insights and feedback on deliverables.

Business Development

- Contribute business development efforts, with other team members, to the generation of ideas to expand scope of work with current clients and 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 make quality informed decisions with minimal guidance. Identify barriers and obstacles to meeting deadlines and provide possible solutions.
- Ability to 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.
- Lead and execute on key workstreams or engagements, driving the completion of specific workstreams or deliverables.
- Proven ability to meet and prioritize deadlines, works effectively and efficiently to identify barriers, obstacles, and possible solutions or need for internal counsel.

People Management

- Stay organized and prioritize tasks to ensure timely completion of projects. Keep project managers informed of team availability and complete daily time sheet entries in a timely manner. Assist project manager with budget management, capacity forecasting and team task progression.
- 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 and mentor staff including to help identify and recommend areas for learning, sharing knowledge and skills to improve work performance.
- Ability to develop scopes of work for new projects and manage staffing and budget inputs for existing scopes of work, with support from senior staff.

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 4 years' experience in public health (including field work) and/or with a professional services consulting firm, working to implement effective public health or related initiatives that deliver improved patient outcomes and business growth.
- Demonstrated experience supporting project teams, generating client presentations and deliverables and meeting deadlines.
- Experience synthesizing research and analysis into structured and logical recommendations.
- Experience in building and maintaining relationships with clients, partners and engaging with international and national-level public health stakeholders.
- Exceptional analytical, quantitative, and conceptual thinking skills following common management consulting methodologies and tools.