

A UNIQUE OPPORTUNITY

Quorum is currently seeking a **Director** to manage and grow our **Reimbursement Access** business unit.

WHO WE ARE

Quorum Consulting is a fast-growing consulting firm, providing health economics and reimbursement services to pharmaceutical, medical device, and biotechnology companies. Located in San Francisco, our services range from early concept pre-launch marketing strategies to working with managed care organizations and public health insurers to develop policies affecting the use and payment of our clients' new therapies or diagnostics.

WHO YOU ARE

You *must* possess the following:

- An energetic, entrepreneurial, risk-taking personality
- A proven track record of developing and supporting the launch of innovative new medical technologies
- Consulting experience with strategic reimbursement initiatives in pharma, biotech, medical device, and diagnostic markets
- 2 to 5 years experience successfully running your own reimbursement access programs (including field-based support programs and reimbursement hotlines) or related consultancy, with a desire to:
 - (1) Accelerate growth by joining a larger organization
 - (2) Focus more on sales & business development and less on program operations and administration

You are excited at the prospect of taking on the unique challenges, risks, and rewards that come with such an opportunity. This position reports directly to the CEO/President.

THE DETAILS

Primary responsibilities

- Direct and manage all reimbursement access program projects and staff
- Take an independent role in the development of proposals and client relationships
- Secure new business both with existing clients and new clients
- Manage administrative and client-centered activities of projects and teams, including overseeing all operations, client management, and mentoring staff
- Short term (P&L) and long term (revenue growth) accountability

Essential attributes

- Superior organizational skills with the ability to adapt and adjust to changing priorities
- Superior communication, management, and mentoring skills
- Ability to work in a multi-disciplinary team setting
- Work with other senior client managers to co-manage client relationships and identify opportunities to refer clients across service lines
- Oversee development and maintenance of database applications that function as the backbone of information capture, client reporting, budgeting, and operations management

CONTACT US

If you are ready for an exciting challenge, please send your resume immediately to info@quorumconsulting.com, and indicate "**RAP Director**" in the subject line.