

## **Life Sciences Consultant**

### **About Boston MedTech Advisors**

We are a boutique consulting firm based in Greater Boston advising medical device and healthcare companies on market adoption of new medical technologies. We support our clients in the commercialization of new products and services by addressing the highly inter-dependent regulatory, clinical development, reimbursement, marketing and business development requirements of the global medical technology industry. With a presence in the US, Germany and Israel, our clients range from start-ups, private and public companies and not-for-profit organizations to investors and multi-nationals.

Boston MedTech Advisors promotes teamwork and a collaborative work environment, with an opportunity to work closely with senior team members with extensive industry and consulting experience.

### **About the Life Sciences Consultant position**

Working with BMTA senior team, the Consultant will support projects through client interactions, complex research and analysis, and collaboration with other team members.

Typical projects include:

- Conduct competitive market research to assess market potential for new technologies and services
- Evaluate marketing strategies and develop marketing plans, pre and post launch
- Analyze reimbursement codes and coverage guidelines for pricing and reimbursement strategy
- Manage application process for new reimbursement codes and/or expansion of coverage guidelines
- Provide guidance for contracting with third-party payers
- Conduct due diligence research to support fundraising activities
- Work with entrepreneurs and management teams to develop business plans and devise financing campaigns

Job responsibilities include:

- Conduct primary and secondary research
- Assess research and contribute to development of key findings and actionable recommendations for clients
- Develop reports and presentations
- Interact with clients
- Stay abreast of reimbursement and market changes pertinent to medical devices, biologics and combination products

### **About you**

We are looking for curious, energetic individuals who thrive on learning and problem-solving to develop thoughtful and comprehensive client deliverables. Candidates will have 1- 3 years of relevant consulting industry experience, with a bachelor's or master's degree related to life sciences or the healthcare industry.

Required skills include knowledge of the U.S. healthcare market, excellent written and verbal communication, ability to work collaboratively in a team-based environment, strong technical writing with ability to synthesize research findings, excellent attention to detail, ability to multi-task by working on more than one project at a time, and advanced proficiency in Microsoft Word and PowerPoint with ability to develop high quality client deliverables.

### **About salary and benefits**

- Full time position, based in Dedham, MA with opportunity for flexible work schedule
- Compensation includes competitive salary, bonus and comprehensive benefits
- Support for training courses and industry events to build your industry knowledge and enhance your consulting skills
- Minimal travel

### **How to apply**

Email your resume and cover letter to [careers@bmtadvisors.com](mailto:careers@bmtadvisors.com)