

Job Description: Principal Consultant

Clearstate, an **Economist Intelligence Unit business**, offers healthcare-focused market and business intelligence services complimented by strategic advisory to help medical device, pharmaceutical, biotechnology, and healthcare service firms understand their current and potential markets, and implement pragmatic and innovative strategies to ultimately tap into new growth opportunities. Clearstate aims to further augment its dynamic team by seeking high calibre and talented business consultants keen to grow their career in healthcare business advisory.

Job requirement

The primary responsibilities of a Principal Consultant are:

- I. **Consulting project team supervision:** You will be supervising a team of healthcare associates and analysts. Your supervision responsibilities will also include team performance assessment and career development within Clearstate.
- II. **Key account management:** You will be assigned key accounts to manage and to continuously deepen and strengthen client relationships.
- III. **Proposal generation:** You will be working with our Business Development executives to develop “winning” proposals from leads and RFPs generated.
- IV. **Multi-country project management:** You will lead a team of healthcare analyst in multi-country project engagement in the healthcare industry in the areas of market opportunity assessment, go-to-market strategy, customer insights, channel optimization strategy and competitive benchmarking.
- V. **Consulting team reporting line:** You will be responsible for mentoring, guiding and managing associate level consultants to become mid-level managers at Clearstate.

Candidate's profile

The candidate should ideally possess the following skills/relevant experiences:

- ▲ 8+ years of relevant experience in healthcare business consulting
- ▲ Proven track record in project management and client handling, preferably in the healthcare sector or in business consulting
- ▲ Proven track record in nurturing and mentoring middle managers
- ▲ Bachelor's or Master's degree from top tier universities, preferably Science major, with an MBA
- ▲ Exceptional command of written and spoken English, good command of business Mandarin is a plus
- ▲ Excellent people skills, with the ability to motivate teams and work well with people at all levels in the organization
- ▲ Highly analytical, organized and meticulous
- ▲ Versatile and able to think inside and outside of the box
- ▲ Able to work in a fast pace team structure and manage a young, dynamic team

Contact us

Please submit your resume (no more than 2 pages) to cs-info@clearstate.com.