

JOB TITLE: Senior Consultant Health Economist

REPORTING TO: Business Development Director

ACCOUNTABLE TO: Chief Executive

SALARY RANGE: £50,000 - £60,000

Purpose of the Post

Health Enterprise East is a leading NHS Innovation and Technology Consultancy based in Cambridge. A key aspect of HEE's work is providing consultancy services to medical technology/life science companies looking to gain insight into how they can work with the NHS. As part of this, companies are often looking for insight into health economics modelling and the potential impact of new technologies in real-world clinical settings.

As part of our expanding team, we have an opportunity for a Senior Health Economist to join our team and deliver health economics consulting projects to both public and private sector clients. You will be responsible for providing effective project management to ensure delivery on time, to budget and specification.

The post holder will provide technical leadership and training to more junior staff and will work closely with the Business Development Director and other members of the senior management team to achieve the overall goals of the organisation.

Key Responsibilities

- Lead delivery of commercial health economics modelling consultancy services to both public and private sector clients
- Take a leading role in writing proposals to meet client project briefs including resource requirements, cost estimates and timescales
- Have an active role in sales negotiations to convert proposals

- Provide health economics support to companies awarded funding under the national SBRI Healthcare programme, a key NHS England funded innovation initiative, through brief review and analysis of the business case for adoption within a health and care setting
- Advise SBRI and other investment panels on the potential health economic impact of awarded companies
- Lead the delivery of projects through the provision of clear communication and direction to the project team culminating in high quality deliverables on time, to budget and specification
- Assist members of the senior management team in pipeline management and resource planning
- Assist members of the senior management team in the development of key consultancy services and target markets
- Maintain a good understanding of key NHS strategic and operational initiatives that can inform and guide consultancy services provided to clients
- Represent HEE at meetings, conferences, tradeshow and events as appropriate (whether regional, national or international)
- Actively contribute to HEE's public profile and presence through presentations, media and social media
- Provide assistance with other HEE run initiatives and programmes as required

Person Specification

- Master's degree or equivalent is required. The subject in a quantitative discipline such as economics, mathematics, statistics, programming, epidemiology or related subject is desirable.
- Evidence of a high level of proficiency in cost-effectiveness and budget impact modelling for pharmaceuticals or medical devices; at least 3 years of experience building models is desirable
- Evidence of experience with, or understanding of building models to assess potential impacts of NHS service innovation, such as the NICE / literature approach of building Markov models of disease states
- Demonstrable experience of managing and delivering consultancy projects
- Adept at writing high quality, accurately costed proposals reflecting the client brief

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- A skilled report writer with attention to detail, highly motivated to consistently deliver quality outputs
- Good knowledge and understanding of the NHS, including payment structures, financial flows and reimbursement strategies; aptitude to quickly acquire knowledge to gain the confidence of the varied client base and clinicians with whom we work
- Demonstrable account and client relationship and/or stakeholder management experience with excellent interpersonal, verbal and written communication skills
- Demonstrable ability to lead and motivate a team of skilled technical staff to achieve business targets
- A team player who is motivated by the success of the business and individual projects
- Excellent project management and organisational skills
- A flexible approach to working when required by client and/or business needs
- A good understanding and experience of Microsoft Office software, plus experience with databases/database applications
- Ability to travel independently to venues around the UK at times and for durations required by the role. This may require the post holder to be away from the main base of operations for overnight periods and may also include international travel.