

JOB DESCRIPTION: PRINCIPAL/SENIOR CONSULTANT - LIFE SCIENCES R&D

EMPLOYMENT TYPE: FULL TIME

ResultWorks' is a professional services consulting company assisting Life Sciences R&D clients with digital transformation strategies and management consulting. We are actively seeking Senior Consultants / Principals to join our team. Our consultants are part of an expanding, collaborative team based primarily in the Mid-Atlantic area (Boston and Raleigh also preferred). Our key practice areas include Strategic Innovation, Technology and Architecture, Integrated Business Analysis, and Digital Governance. Key

- Lead teams on client engagements comprised of internal consultants and client team members (up to 3 concurrent engagements, depending on size). Engagements run from 3 months to multi-year with the average being 3-5 months in duration.
- Accountable for managing scope and client expectations, on-time and on-budget completion of work, project communications, and development of high-quality client materials and deliverables
- Provide strong industry expertise (Life Sciences R&D) and foundational knowledge to guide the work of the project team
- Apply Life Sciences R&D acumen to define robust and pragmatic solutions, aligned with client objectives, which address transformative strategic needs and/or complex business problems
- Manage and directly contribute to the analysis of our clients' current state followed by definition of future vision and strategy, business processes, organizational and governance structures, technologies and architectures. Engagements may range from function specific to enterprise wide initiatives
- Provide innovative thought leadership to strategic and technical initiatives
- Use inquisitive and intellectual approaches to assessing situations and formulating appropriate strategies, technical ecosystems, and plans
- Work with ResultWorks leadership to contribute to business operations and sales/ business development driving revenue growth and profitability and participating in recruiting of skilled consultants and the application of best of breed consulting capabilities

Job Requirements

- 7+ years consulting experience focused on management and technical consulting within Life Sciences R&D required
- Bachelor's Degree required. Specialization in life sciences, computer science or engineering preferred
- Proven track record of successful consulting and project delivery
- Ability to quickly assimilate information, understand business use cases and opportunities for change, and create corresponding process and business solutions
- Strong consulting skills, including a high degree of communication, facilitation and presentation skills
- Proven ability to manage diverse stakeholder groups, ensuring high client satisfaction
- Ability and willingness to "roll up your sleeves" to analyze and develop client deliverables
- Experience in technology enablement for Life Sciences organizations with knowledge in R&D, Manufacturing, Information Transformation and emerging transformative digital technologies (e.g. AI, ML, etc.) preferred
- Strong interpersonal, change management and team-building skills
- Ability to influence others within ResultWorks and our clients' organizations
- Exemplary communication skills, including written, verbal and presentation

Additional Important Information:

- Applicants must have US work authorization that does not require future sponsorship for employment
- ResultWorks **does not** directly provide implementation, programming, scrum masters, software development, staff augmentation, or integration services
- Positions work remotely full time from home offices, with minimal onsite time at clients
- May require up to 20% travel, typically planned in advance
- ResultWorks is an EEO and Affirmative Action Employer