

Associate Consultant

Founded in 2019, **Hayden Consulting Group (HaydenCG)** is a strategy and analytics consulting firm to the BioPharma industry. We focus within the US Commercialization and Market Access space – exclusively. **HaydenCG** has the experience, creativity, and depth of understanding to help bring new promising medications to the market. We use data, analytics, and strategy to help our clients find better solutions for their patients. We partner with our clients to provide them with winning strategies, backed by facts and data, and to accelerate their performance on the market.

Role Overview

Associate Consultants (ACs) at **HaydenCG** are problem-solvers, data experts, and strong critical thinkers. Along with your team, you will research, investigate, and analyze data to address questions posed by pharmaceutical manufacturers, biotech companies, and U.S. healthcare thinktanks. **What is the launch strategy for a novel medicine? How will a new competitor threaten brand access?** Each project is a new opportunity to learn, to be mentored, and to refine your quantitative and qualitative skill set. After your onboarding, training sessions, and ongoing guidance you will become familiar with excel, PowerPoint, and coding languages such as SQL and Python. Additionally, throughout your journey you will hone your communication skills, problem solving abilities, and project management capabilities.

What we are about:

HaydenCG has three key core values that we practice in our day-to-day efforts. See how they shape the caliber of candidates we are seeking to join **HaydenCG**. We embrace those who can demonstrate a commitment to living them. They are:

-  **BE COMMITTED** To our clients, each other, and ourselves
-  **DO THE RIGHT THING** Have integrity and accountability
-  **SEEK ADVENTURE** Be a leader within our start-up

BE COMMITTED

We are seeking candidates who have a proven track record of being committed. Many Associate Consultants (ACs) can present project deliverables to the client early on in their tenure. The ideal AC will take initiative and demonstrate how they can be committed to each project team, our company, and our clients' success.

DO THE RIGHT THING

ACs own workstreams and are counted on to deliver. Successful ACs will develop the ability to break down problems into attackable portions; learn how to construct arguments, rationales, and strategies – all supported by data; learn how to deliver findings, output and recommendations to clients; and learn to tell persuasive stories in conveying our messages. You will be part of a team, learn to rely on others, and have others rely on you.

SEEK ADVENTURE

At **HaydenCG** we are charting a course and seek adventurers to join the journey. We recognize that not everyone is a perfect fit for **HaydenCG**, and we are not a perfect fit for everyone. What makes the match? The willingness to challenge yourself, motivate others, and not be afraid to take risks. What does that look like as a Consultant at **HaydenCG**? Here are some examples:

Build your analytical chops -- Execute challenging, high-quality analyses on a variety of data sources (e.g., Big Data) to drive insights, trends, conclusions, and strategic recommendations

Become an expert -- Conduct in-depth research on markets, payers, physicians, patients, and competitive products to identify key findings for client engagements; develop deep knowledge of healthcare industry and consulting methodologies

Synthesize -- Develop sophisticated predictive models, and translate analyses into thorough and thoughtful conclusions and outputs

Stand up -- Learn to deliver findings and outputs to internal project teams, company leadership, and to client audiences

Grow -- Identify areas of interest to pursue greater depth; contribute to **HaydenCG** knowledge base; Assist with identifying, recruiting and on-boarding new team members

What you bring to us:

- Strong academic record (GPA of 3.0+). We strongly encourage applicants who have demonstrated improvement over time to apply as well.
- A minimum of a bachelor's degree from a 4-year institution with a well-rounded experience
- Interest in learning more about Biopharma, U.S. Healthcare System, and life science industry
- Passionate about solving quantitative and qualitative problems creatively
- Committed to your coworkers. Comfortable working alone, but keen to collaborate with and communicate with your teammates
- Eager to learn, practice, and master data analytics using the following tools: SQL, Excel, and Powerpoint
- Driven and adventurous, ready to take risks and use previous experiences and unique perspectives to grow HCG
- Ability to travel as needed with a preference of sleeping in your own bed (Due to COVID, travelling has been currently halted)

Compensation/Benefits

- Competitive base salary plus annual bonus
- 401K match and profit sharing
- Medical & Dental insurance
- 10 paid holidays and 15 vacation days per year
- Happy Hours and various company events
- Business Casual

Application instructions

Please submit a resume and cover letter to careers@haydencg.com in order to be considered for this position.

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At **Hayden Consulting Group**, we believe that differences are essential. **HaydenCG** is an open-minded meritocracy. We encourage all applicants from various backgrounds to apply. If you are talented and good at what you do, you should be at **HaydenCG**.

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* **Hayden Consulting Group** participates in [E-Verify](#) *