

**Position: SCIENCE & BUSINESS INTELLIGENCE ASSOCIATE CONSULTANT**

The Science and Business Intelligence Associate Consultant will actively participate in supporting strategic advisory and deal transaction projects. The Consultant will work closely with the firms' partners and vice president. The Consultant will have to opportunity to acquire transferable skills needed to advance in future healthcare consulting and pharmaceutical business development roles.

**Company Description:**

Plexus Ventures is a global business development boutique for life science companies, specializing in providing strategic advice and executing pharmaceutical asset sales, M&A transactions and partnering programs (e.g. licensing deals).

Founded in 1990, the firm has a long track record of transactions closed with a wide array of clients, including AstraZeneca, GlaxoSmithKline, Eisai, Ferring, Fujifilm Kyowa Kirin Biologics, Johnson & Johnson, Novartis and Reckitt Benckiser. Greater detail can be found on the website, [www.plexusventures.com](http://www.plexusventures.com).

**Primary Roles & Responsibilities:**

The candidate will report directly to the Managing Partner, Indianapolis/Tokyo, and will be able to independently conduct the following activities, with direction and support from the relevant people within the Plexus' team:

- Perform secondary market research and competitive intelligence on pharmaceutical and consumer health products, companies and trends, using external subscription databases and public information to address project needs. Conduct quantitative and qualitative analyses, translating the data into meaningful insights, and communicate recommendations to key decision makers
- Support the transaction operations by assisting in the preparation of the Information Memoranda, target lists, management presentations and other presentation materials for use in corporate finance transactions or client meetings
- Perform research projects for the firm to build internal knowledge: analysis of the markets, segmentation of players, companies that may benefit from the firm's services, etc.
- Evaluate healthcare technologies and opportunities for the firm's clients seeking to acquire new assets; identify the strengths and weaknesses of competing assets
- Develop broad knowledge of related consulting methodologies and the pharmaceutical market through delivery of consulting engagements and participation in formal and informal learning opportunities
- Assist with key business proposals and business development initiatives; support Partners in preparation for major conferences
- Assess/enhance the firm's positioning as a business development service provider
  - Perform SWOT analysis of the firm
  - Evaluate and suggest improvements in current marketing materials (pitch book, brochures, practice documents)
  - Create curated content for publication via our communication channels

Interaction with senior team members will occur daily to execute on the activities listed above, to advise on projects and to discuss alternative approaches.

**Required Skills and Experience:**

Minimum requirements:

- University graduate with degree(s) in the life sciences
- 1-2 years' work experience in consulting, market research or business intelligence in the life sciences sector
- Fluent in English with very well-developed written and verbal communication skills
- Effective communication skills, with the ability to work in a virtual team environment
- Excellent knowledge of the Office suite (Excel, PowerPoint, Word)

Preferred skills and experiences:

- Experience in writing documents with scientific content
- Experience working on medical devices, diagnostics and/or digital health projects
- Ability to develop credible relationships with a diverse set of interlocutors, both internal and external to the firm
- Capability to balance priorities in a deadline-driven environment
- High level of attention to detail and time management
- Initiative to take responsibility for tasks and drive them to completion

**Professional Opportunities:**

- Professional training in the consulting field
- Associating with a very entrepreneurial and successful team
- Opportunity to contribute to key consulting practice areas
- Exposure to senior-level client personnel
- Working with executives and teams in four continents
- Promotion to increasing levels of responsibility based on performance

**Location and Travel:**

This is a Full-Time position located in Central Indiana (including Indianapolis Metro Area, Bloomington, West Lafayette). A suitable work space will be secured in reasonable proximity to the Consultant's home, for the daily work of the Consultant and for periodic meetings with the Managing Partner. Business travel is expected to be infrequent, in the U.S., and for short periods (less than one week).

**Interested applicants should send their Letter of Introduction and Resume to:**

Mrs. Catherine Powell  
Office Manager  
catherine\_powell@plexusventures.com