

Position: Manager or Senior Manager, Pricing & Contracting**Who we are:**

Marbls is a Life Sciences Tech Consultancy focused on Pricing, Contracting and Commercial Services for Pharmaceutical and Medical Device & Diagnostic (MD&D) manufacturers. Although we specialize in these areas, we provide services to clients that are large and small with a wide array of problem statements to be solved. Our deep experience in US and International markets allow us to provide practical solutions and services to solve complex challenges for our clients. Our approach is results driven, hands-on, and flexible for the various internal and external dynamics impacting our clients. Most importantly, we work with like-minded clients resulting in long term relationships based on success and day-to-day experiences that are highly enjoyable.

What you can expect to do:

At Marbls, we have the fortunate opportunity to work directly with a large diversity of Life Sciences companies that develop innovative drugs, devices and treatments to patients around the globe. As a Manager or Senior Manager within Marbls, you will be directly involved in client engagement at various levels and groups within the organization. You'll be working alongside our Managing Partners and other colleagues on a day-to-day basis. You will work with a global scope of clients both in the US and International markets.

As a Manager or Senior Manager at Marbls, you will be actively involved in delivery of a variety of projects with our clients, support in business development and marketing along with solution development and thought leadership. You will have opportunities to represent the team at industry conferences and events at a variety of locations. You will work alongside other team members at various levels and expect to actively support and mentor other colleagues in the delivery of work to our clients and contribute to an extremely team-oriented environment and mindset. In your delivery responsibilities you will be gathering and analyzing information from our clients through various mediums. You will use logical thinking to form hypotheses, produce recommendations, and deliver them to our clients as part of focused assessments. You will be expected to lead workstreams or manage teams and present to client leadership. You will have a strong understanding and work hands on with technologies used within Life Sciences organizations to support Pricing and Contracting implementations from project planning to deployment.

This is an amazing opportunity for a seasoned consultant with Commercial or Government Pricing & Contracting experience that is excited about the prospect of combining that experience with our technology capabilities to continue their growth and career in Life Sciences, while working for highly collaborative, specialized firm, with a fun and engaging culture. Your professional development will be a key and continued focus throughout your career with Marbls.

Qualifications:

- Undergraduate or Master's degree
- Minimum five to eight years working in Life Sciences in Pricing, Contracting and or Commercial Excellence functions.
- Detailed or expert understanding of one or more domain areas within Commercial Contracting, Government Pricing, or related Commercial functions
- Demonstrated success in leading consulting teams or client engagements from start to finish either technology or business oriented.
- Business, technical, or hands-on knowledge of Pricing & Contracting, Revenue Management, or Gross-to-Net systems such as Model N and others are beneficial
- Extremely customer oriented with strong communication and interpersonal skills
- Ability to understand bigger picture concepts within life Sciences.
- Hands on experience in business development and sales pursuits

Location: Headquarters is in Princeton, NJ United States. Our preference are on candidates are living in the East Coast or Greater Chicago Area.

Travel: Expectation is 25%