



Juniper Consulting, LLC
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Director of Strategy & Business Development

Corporate • San Diego, CA / Remote

About Juniper

Juniper is a boutique consulting firm focused on the life sciences sector. We are a group of doctors, scientists, market specialists and public health professionals passionate about finding solutions to some of the biggest challenges in health care and beyond. We work in specialized teams, each with a deep understanding of the needs of specific clients, from health economics and outcomes research (HEOR) to operational, financial, and market solutions for health systems.

About the Role

Our team is looking for a professional with experience in Strategy & Business Development in consulting. You will work directly with the CEO to develop a strategic plan for corporate growth and talent acquisition. With your help, Juniper plans to build out its strategy consulting offering over the next few years. This includes developing a plan for team expansion to meet the increasing needs of our clients.

The Director of Strategy & Business Development will support all aspects of business development from pipeline management and lead generation to project pitching and negotiation.

As a start-up firm, you will also play a role in internal firm operations, including human resources, project management, and financial budgeting.

Responsibilities

- Lead the business development team through pipeline management and strategy implementation. Create a well-oiled lead generation machine.
- Identify opportunities for growth and maturation of our offerings, and set the direction for that growth.

- Monitor the target market response to the marketing efforts, perform analysis, and provide appropriate feedback to influence current and future portfolio roadmaps.
- Build and implement short- and long-term strategies for company solutions. Develop annual plans for consulting services and talent acquisition.
- Deliver reports to executive management and assist with forecasting and competitive intelligence for all strategy surrounding business development and account engagement.
- Turn knowledge and data into compelling proposals that convey value proposition to our clients.
- Develop and maintain deep knowledge of the competitive landscape and the market of the life sciences.
- Work with the CEO to identify qualified targets.
- Establish and maintain critical relationships with partners in the market.
- Negotiate and orchestrate the contract and pricing process.

Qualifications and Requirements

- Bachelor's degree; MBA preferred.
- Industry expertise and network in the life sciences.
- 3 years of prior consulting experience, including client-facing roles, is preferred. However, what we're really looking for is relevant skills such as excellent negotiation, conflict management, problem-solving and decision-making.

What You'll Bring

We look for problem solvers who are:

- *Entrepreneurial*: Take ownership. They generate innovative ideas and solutions, both as individuals and as team members.
- *Self-starters*: Work with minimal direction. They have excellent communication skills and work side-by-side with clients.
- *Analytical*: When faced with challenging and fast-paced situations, overcome obstacles to help clients solve complex problems.

Benefits

As a start-up firm, the ideal candidate may obtain significant equity in the company.



To apply, please submit a brief cover letter and CV to info@juniperconsulting.info