

Strategic Decisions Group (SDG) is seeking a Principal or an Engagement Manager for its Life Science practice in North America, to be based in Boston, Massachusetts.

Strategic Decisions Group, a strategy consulting firm built on a foundation of decision science, has advised life science clients for more than 40 years across a broad range of topics including R&D, marketing, M&A, growth strategies, capacity planning, and portfolio management. Our methodology helps life sciences clients make the complex strategic decisions with confidence, even in the face of time constraints, conflict, and uncertainty.

A Principal or an Engagement Manager manages all aspects of client engagements and client relationships. They interface with C-level executives, leadership teams, and boards of directors on issues of highest strategic importance within the client organization. They facilitate and guide client teams through the SDG strategy development process. They enjoy considerable control and flexibility in managing their career at SDG.

They supervise teams of SDG consultants in business, industry, and competitor assessment; in business and financial modeling; and in strategy development and evaluation. The projects are intended to help clients develop and implement creative strategies for the critical decisions they are facing. Individual consulting engagements are challenging and varied, for example:

- Advise on pricing and market access strategy, production capacity planning, overall product lifecycle planning, and therapeutic strategy.
- Realign, prioritize, and optimize existing businesses or portfolios of businesses, R&D efforts, technologies, IP, products, or other assets
- Structure entry into new business or market areas through internal development, mergers, or acquisitions
- Deliver strategic value through insightful analysis, data management, and tool building
- Manage risk and uncertainty in a way that builds shareholder value
- Apply new technologies

As Principals gain proficiency in project leadership and client relationship management, their responsibilities increase to include managing multiple streams of concurrent work for a client. They are additionally responsible for identifying, pursuing, and winning new business for the firm and for developing and supporting industry and regional practices to advance the firm's penetration into target markets.

Requirements

A Principal or an Engagement Manager must have excellent leadership, client relationship, analytic, problem-solving, communication, and business skills. They are expected to develop deep knowledge and understanding of decision sciences and of the many strategy tools and processes used on SDG client engagements. They must have a PhD or MBA or a master's degree in a relevant field (for example, fields related to life sciences, or to decision sciences) and a minimum of six years of relevant experience in consulting and/or in business, preferably in the life sciences domain.

Because “we build the house we want to live in,” our firm has created a supportive and stimulating work environment shaped by carefully chosen values embedded in a Value Wheel. We are a learning organization that encourages employees to realize their full potential with ongoing professional development and training. Employees of SDG are empowered to pursue their career passions and to support their families and communities.

Location: Boston, Massachusetts

Contact: Interested candidates may reach out to Liz Thomas -lthomas@sdg.com.

About SDG

Founded in 1981, Strategic Decisions Group is renowned for its expertise in strategic decision-making, risk management, stakeholder alignment, and value creation. Through a collaborative, team-based approach, SDG helps its clients find innovative, creative strategies to thrive today, while also helping them build internal competencies and more effective decision-making processes to meet competitive challenges in the future. A unique combination of analytic skills, strategy-development techniques, and industry experience makes SDG a preferred strategy consultant to the global Fortune 500