



Strategic Decisions Group (SDG) is seeking a Consultant 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.

An SDG Consultant works as part of project teams to identify clients' strategic issues; assess their business, industry, and competitors; structure problems; interview executives; conduct quantitative analysis, perform spreadsheet modeling; formulate and evaluate strategies; synthesize conclusions; create and improve complex business models; and prepare and deliver client presentations. The role entails frequent interaction with senior executives and extensive business analysis to draw insight and recommendations.

Through formal training and mentoring, you will develop a complete understanding of the SDG approach to strategy consulting, a working knowledge of financial methods, and the ability to interact effectively with clients. As you gain proficiency in SDG's approach, your responsibilities will increase to include managing client meetings, leading teams, teaching and mentoring clients in strategic decisions and risk management.

Our 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

Requirements

The ideal candidate not only is bright, creative, principled, highly motivated, and disciplined, but also has excellent business, analytic, problem-solving, communication, interpersonal, and leadership skills. SDG Consultants usually have a PhD or MBA with a minimum of three years of relevant business experience. Expertise or experience in life sciences or in the field of decision analysis is preferable.

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. For more information, visit www.sdg.com.