



Position Description

Senior Director of Pharmacoepidemiology

Epidemiology International (EI) is a small, woman owned consulting firm providing public health solutions to the federal government and commercial clients, including pharmaceutical, medical device, and biotechnology companies. EI is seeking a Senior Director to lead its business development and scientific activities in the area of pharmacoepidemiology.

This full-time position will be located in the Baltimore / Washington DC metro area.

Job Summary:

The Senior Director of Pharmacoepidemiology will be responsible for representing EI to clients, expanding the company's market share, growing the company's business base, and serving as the technical project lead in the area of pharmacoepidemiology. The ideal candidate will have a breadth and depth of contacts across the pharmaceutical, biotechnology, and medical device industry and will have a comprehensive understanding of the needs of those industries and relevant FDA regulations.

Responsibilities:

- Lead development and execution of EI's pharmacoepidemiology business development strategy resulting in increased revenue in this business unit.
- Prepare, maintain, and execute account plans to ensure those plans reflect EI's pharmacoepidemiology business development goals and strategy.
- Develop and maintain a pipeline of opportunities and achieve annual new business targets.
- Support capture and proposal efforts throughout opportunity life cycle.
- Raise EI's situational awareness of the pharmaceutical and device industry needs and shape those needs into business opportunities.
- Maintain an intimate understanding of the pharmacoepidemiology competitive environment through regular client engagements.
- Serve as technical lead on EI pharmacoepidemiology projects in areas such as pharmacovigilance monitoring system development, registry development, systematic literature reviews, meta analyses, and burden of illness estimation.
- Independently develop project approach, methodology, and analysis plans.
- Lead scientific project team by assigning tasks, monitoring project timelines, and reviewing deliverable quality and accuracy.
- Independently and as part of a team conduct data analyses and present project findings both orally and in writing.
- Provide mentorship and guidance to junior level scientists.
- Monitor client satisfaction with EI.

Qualifications:

- Advanced public health degree with strong background in pharmacoepidemiology.
- Minimum 5 years of business development or industry experience with far reaching network of industry contacts.
- Demonstrated knowledge of pharmaceutical, biotechnology, and medical device industry needs for pharmacoepidemiology.
- Current, strong relationships with key decision makers throughout the pharmaceutical, biotechnology, and medical device industry.
- Proven track record of building relationships and winning business within multiple pharmaceutical, biotechnology, and medical device companies.
- Strong analytical skills with experience using software packages such as Stata, SAS, SPSS, etc.
- Experience designing epidemiological solutions using large claims databases (such as Thomas Reuters).
- Experience developing pharmacovigilance solutions and registries.
- Experience developing burden of illness estimates for common and rare diseases.
- Experience carrying out systematic literature reviews and meta analyses.
- Outstanding written and verbal communication skills with the ability to translate complex scientific information to stakeholders.
- Proven success building and managing high performance teams.
- Strong leadership skills.

Required Education: Graduate degree and 5+ years experience specifically developing and advancing trusted relationships with the pharmaceutical and medical device industry.

Interested candidates should submit a cover letter and resume to jobs@epiinternational.com.

Resume should be pasted into the body of the submission e-mail and also should be sent as an attachment.

Please include "Senior Director of Pharmacoepidemiology" in the subject line of the submission email.