



What's it like being a: Graduate Trainee Research Executive (Healthcare Market Research Consultancy)

What are the main responsibilities of your role?

The main purpose of my role is to produce various analyses on data sources in order to help the pharmaceutical companies make well-informed business decisions. Under this general goal fall a number of responsibilities:

- Analysing a variety of data sources in order to draw a conclusion or form a suggestion or strategy
- Producing slide decks or excel workbooks to deliver to clients
- Qualitative research into areas such as therapy areas, treatment pathways and regulatory environment
- Interacting with pharmaceutical clients via presentations, workshops, teleconferences or simply email communication

What key skills are required in your role?

Good analytical skills – as a lot of the work involves manipulating data and drawing conclusions from various strands of evidence. Being good at problem solving – you need to be responsible for quality controlling your own work and working through any errors or anomalies that occur. The ability to work both on your own and as part of a team. Good communication skills with both colleagues and clients

What is a typical day like in your job?

A typical day involves a combination of both individual work and group meetings or discussions. Typically I may have a couple of projects on the go at once and therefore it is up to me to organize my time to complete the projects by the required deadline. For the larger projects there may be another analyst also scheduled to work on the project and therefore we work together to produce the analysis. The work may involve requesting specific data sources, discussing work with various members of the team and quantitative or qualitative analysis of data sources. Meetings may be set up for a variety of reasons including a kick-off meeting for a project, an update meeting with a project team to discuss progress, a general departmental meeting to discuss relevant events or a meeting or teleconference with a client to discuss project progress or deliver the results.

What are the most enjoyable/most challenging aspects of your role?

Doing interesting project work with a group of similar-minded, intelligent people. Some projects have short timelines, which can be more stressful, with pressure to produce work quickly while maintaining the standard of the work

How did you get into Healthcare Consulting?

I initially got into pharmaceutical consulting via a suggestion from a recruitment agency

What are the career/personal development opportunities available?

There is a fairly structured career progression in consulting, starting with analyst to consultant, senior consultant, engagement manager through to principal. As you move up the career ladder there is more emphasis on client contact, strategic thinking and selling, rather than the data analysis done at the analyst and consultant level.

What do you think is the most attractive thing to new comers about your job?

Exposure to managers at large pharmaceutical companies

Working on short-term projects provides a good variety of work

It gives any science graduates who don't want to go into research an opportunity to use their knowledge in a real world setting. The work requires you to use your brain and think about things!!