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VP of Consulting Services-HEOR/Market Access

Hiring organization
BioLink 360

Employment Type
Full-time

Industry
Pharma/Biotech

Job Location
Remote work possible

Base Salary
$ 175,000 - $ 250,000

Date posted
January 30, 2026

Description

Position Title: VP of Consulting Services-HEOR/Market Access
Location: Remote based
Reports to: Divisional SVP
Compensation: 175K-250K+ Bonus and LTIP

The VP of Consulting Services is responsible for overseeing the development, design, delivery, client satisfaction, and P&L results for the Value and Evidence Solutions Group. This is a fast-growing, well-established consulting firm in the pharma space that's looking to add a VP of Consulting to their leadership team. The firm works across market access, value assessment, pricing & reimbursement, policy and strategic analytics. This person will act as a senior thought leader, leading key client engagements while also helping grow the business by deepening existing client relationships, identifying new opportunities, and influencing where the firm goes next.

The VP of HEOR shapes and executes divisional strategy, leads teams, and is accountable for business performance, growth, and operational excellence. The position will report to a member of the Executive Leadership Team, and will be instrumental in shaping the trajectory of business for the firm. The ideal candidate is a visionary with deep technical expertise, exceptional client leadership skills, and a track record of scaling consulting practices. Key responsibilities include:

Business Development
• Collaborate with Senior Vice Presidents and the Chief Growth Officer to define and execute business strategy and service line expansion, ensuring alignment of divisional priorities with organizational mission and values.
• Expand existing client relationships by identifying cross-sell and upsell opportunities across HEOR, RWE, pricing, and market access services.
• Lead proposal development, including scoping, pricing, value messaging, and contract negotiation.
• Build and manage a sustainable book of business aligned to annual revenue and growth targets.

Client Leadership & Strategic Advisory
• Define and lead strategy across a portfolio of clients, ensuring alignment with pricing, market access, medical, and regulatory objectives.
• Serve as a trusted advisor to senior client stakeholders, providing strategic guidance on HEOR strategy.
• Collaborate with clients to develop integrated strategic and tactical plans aligned to product, portfolio, and organizational objectives.
• Own senior-level client relationships, ensuring long-term partnership, satisfaction, and repeat business.

Delivery & Scientific Excellence
• Lead the design and delivery of complex HEOR and RWE engagements, ensuring methodological rigor and relevance to payer and access decision-making.
• Influence clinical development by advising on payer-relevant endpoints, patient-

reported outcomes, and evidence generation tradeoffs to maximize downstream access and value.
• Direct cross-functional teams to execute statements of work, interpret findings, and translate analytics into actionable insights.
• Maintain accountability for project timelines, scope, quality, and financial performance.

Thought Leadership & Market Visibility
• Position the firm as a leader in HEOR and market access through publications, conference presentations, webinars, and client-facing insights.
• Support marketing and business development efforts by contributing to white papers, case studies, and capability materials.
• Represent the firm at industry conferences, payer forums, and professional meetings.

Responsibilities

- Advanced degree (PhD, PharmD, MPH, MSc, or equivalent) in health economics, outcomes research, epidemiology, public health, or a related field; MBA a plus.
- 15+ years of progressive experience in HEOR, RWE, & market access within the pharmaceutical industry, with 5+ years in a consulting environment.
- Demonstrated success in business development, including originating and closing consulting engagements.
- Strong client presence with the ability to influence senior stakeholders.

For further information, please contact:

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