



Position: Client Delivery Manager

Location: Wayne, PA

Company Description

HVH Precision Analytics leverages the power of sophisticated analytics, the breadth of healthcare big data and our deep therapeutic-area expertise to provide a unique and unmatched suite of services to the pharmaceutical and healthcare industries. Our proprietary ability to collect, aggregate, and analyze the journeys of known patients to inform the early diagnosis of undiagnosed patients is revolutionary in the healthcare market, and helps our clients maximize their ability to find and engage patients.

HVH was built out of a unique partnership between Perspecta (formerly Vencore and Lockheed Martin), a proven provider of information solutions in the defense-grade analytics space for the Department of Defense and Intelligence Communities, and Havas Health & You (part of Havas Group), a global strategic communication partner to many top biopharma companies.

We utilize the most comprehensive medical claims, healthcare records and consumer data sets available and tailor a blend of cutting-edge algorithms, analytic techniques, and machine learning to paint an accurate picture of patient journeys and populations. HVH's solutions help our clients gain insights not previously possible; we are connecting patients to therapy sooner and positively impacting lives.

Our predictive analytics platform is unequalled in healthcare. We have assembled a team of data scientists, mathematicians, astrophysicists, electrical engineers, biophysicists, and medical personnel, among others. We only hire the brightest, and we cherish our cohesive, interactive, constantly-innovating team.

Our health analytic service offerings include:

- Undiagnosed Patient Discovery
- Patient Journey Analysis
- Clinical Trial Analysis
- Therapeutic Market Sizing
- Analytics for Health Communication Optimization
- Health Economics and Outcomes Research

Position Description

We are growing rapidly as an organization and are expanding our Operations and Client Delivery team. We are seeking a Client Delivery Manager with experience in successful delivery of client programs for pharmaceutical, biotechnology and/or healthcare clients. Qualified candidates will have demonstrated experience in developing influential client proposals, leading scope/requirement meetings, defining and estimating work efforts for cross

functional team projects and successfully partnering with clients to deliver on scope, budget, timeline and quality expectations.

Responsibilities

Support Business Development Activities

- Engage with clients to understand business needs and expectations
- Translate business needs into HVH capabilities and offerings, solidifying scope
- Develop program delivery estimates (time, data, funding, etc.)
- Actively engage in discussions to refine project scope, approach, resourcing and pricing
- Develop and present influential client proposals

Define and Deliver Client Programs

- Define project scope and objectives and create client delivery plans
- Manage delivery plan and resource (time, data, funding, etc.) needs
- Establish and maintain ongoing client relationships
- Drive delivery to exceed scope, timelines, budgets and quality expectation
- Develop, track, and monitor project budgets for accurate financial reporting
- Report project status to clients and internal management regularly, and escalate as needed
- Manage 4 to 6 concurrent projects
- Own responsibility for deliverable quality

Improve Existing Operations

- Build relationships with colleagues, contributing to development of best-in-class methodologies and approaches
- Enhance the HVH delivery lifecycle by improving business processes, implementing best practices and driving efficiency
- Provide thought leadership and innovation within projects and to commercial offerings
- Grow and mentor team members
- Contribute to the evolving culture and identity of the organization

Required Experience

- Bachelor's degree from accredited university with strong undergraduate academic record
- 5+ years of professional experience in Life Sciences industry as a client facing project manager
- Demonstrated strong project management experience; PMP (Project Management Professional) certification and/or consulting services project management experience beneficial
- Consistent career progression with increasing levels of responsibility; performing above expectations in professional roles
- Ability to work independently, leading large cross-function project teams
- Experience managing complex analytic projects
- Demonstrated ability to present complex material to a diverse audience
- Strong oral and written communication skills including strong client presentation skills
- Proficiency in Microsoft suite (Excel, PowerPoint, Project, etc.)