

Position: Director

Salary: Competitive

Potomac River Partners, a growing management consulting firm based in Arlington, VA, is seeking an experienced consultant to join our leadership team as a Director. This is a terrific opportunity for a dynamic professional looking to make a real impact on the company's bottom-line.

As Director, you will be responsible for managing and growing client accounts while supervising and motivating junior staff. The Director will help shape and implement the strategic direction of the company as it continues to grow by playing a key role in supporting new and existing client relationships, expanding business development efforts, and developing our intellectual capital.

The Director will have the opportunity to work with an amazing team at a company with an impeccable reputation in the industry. The company is seeking candidates who reside in the Washington, DC metro area or are willing to relocate (relocation assistance may be available). Travel for this role should not exceed 40%.

Required Qualifications:

- Minimum of five years consulting experience in pharmaceutical/device/biotech compliance
- Client-facing experience with an emphasis on making recommendations/persuading clients
- Significant experience with either developing compliance training OR transparency projects
- Familiarity with corporate integrity agreement requirements and compliance policies
- Knowledge of PhRMA Code and traditional US sales and marketing compliance requirements
- Bachelor's degree from a four-year university

Ideal Candidate Experiences:

- Global compliance project experience (e.g., EFPIA, privacy laws)
- Medical Affairs, Clinical, and/or Managed Care compliance
- Fair market value (FMV), risk assessments, and other data analysis projects
- Tableau or other data visualization tools and comfort with large data sets
- MBA, or relevant advance degree (e.g., JD, MPH)

Desired Attributes:

- Professional: Takes pride in work and creating a polished product
- Leadership: Sees the big picture and feels comfortable coaching/motivating others
- Initiative: Proactively seeks out new and better ways of doing things
- Integrity: Delivers on promises; demonstrates honesty and trustworthiness in all interactions

Company Description:

Potomac River Partners is a specialized management consulting firm providing four primary services to the life sciences sector: 1) Compliance policies and procedures; 2) Training and communication; 3) Compliance auditing and monitoring; and 4) Aggregate spend and transparency reporting. For more information, please visit the company's website at potomacriverpartners.com.

Please forward cover letter and resume to manager@Potomacriverpartners.com.