

Coactuate

Director

About Us

We are a strategic design consultancy obsessed with helping organizations innovate and grow. Our cross-disciplinary team of strategists, foresight experts, design thinkers, social scientists and biomedical communicators combine top-down management strategy with bottom-up design thinking approaches to tackle difficult and ambiguous challenges and co-create actionable strategies for leading global life sciences and healthcare companies.

We offer competitive compensation and benefits and a chance to work in a fast-paced, creative and highly collaborative studio environment as part of a kick-ass team who lead with heart, curiosity, and above all, the drive to impact positive change.

We are proud of our open, playful, and supportive culture. We believe that all our individual voices matter, but we can achieve more together. The core of our success as an organization is our mutual trust and respect for one another. We play team ball, not hero ball. The best part is, we really like spending time together, whether it be virtually (thanks COVID), or in our newly designed and dynamic office space with lots of room to think, create and collaborate!

At Coactuate, we are focused on building leaders. We believe in the power of a high touch apprenticeship with constant feedback, safe stretch roles, and 'space' to try new approaches. We strive to offer our team the most enriching experiences through maximum exposure to executive level decision-making and thinking. We are also committed to work-life balance and strive to maintain an environment where people do not sacrifice their professional and personal needs.

The Role

As a **Director** at Coactuate, you will work with guidance from senior leadership to manage multidisciplinary teams and engage with clients through complex challenges. You will leverage your extensive, relevant experience to take the lead on a diverse portfolio of projects and tackle all aspects of our process to deliver outcomes for existing clients and support the development of new business. Most importantly, you will translate your expertise and knowledge to encourage and inspire less experienced team members through collaborative leadership.

What do Directors do?

As a Director, you will:

- *Guide* multiple projects from end-to-end, including: initial scoping, work planning, tracking the quality of ongoing work, and timely completion of project deliverables
- *Lead* research and sensemaking activities (i.e. primary and secondary research), searching for critical insights into client needs that can support the identification of key strategic priorities
- *Lead* teams in designing and facilitating co-creation workshops with clients and their stakeholders to solve complex problems
- *Collaborate* on the development of robust strategies by analyzing and structuring problems, synthesizing relevant information and prioritizing high impact insights to client problems
- *Create* cohesive narratives around a central fact base that capture key implications for clients
- *Develop* a deep understanding of markets relevant to our diverse clients
- *Support* senior leadership in scoping new projects, generating proposals, and other business development activities
- *Travel* to client workshops/meetings as needed (biweekly to monthly)

What do you bring to the table?

- An advanced degree with a strong record of academic accomplishment
- 10+ years of work experience in a relevant field
- Strong written, verbal, and visual communication skills
- Track record of leading teams, and experience coaching less experienced team members
- Strong client management and relationship-building skills
- Experience managing a diverse range of clients or stakeholders
- Experience in designing and facilitating co-creation workshops
- Fluency with PowerPoint and Excel

What is your mindset?

- A natural leader
- Entrepreneurial spirit
- Collaborative
- Open to new ideas and ways of working
- Fearless when faced with new challenges
- Calm under pressure
- Energized by helping others be successful through coaching and development
- Self-directed to excellent work outcomes, high comfort with ambiguity and conceptual thinking
- Exacting attention to detail
- Focused on excellence

How can you set yourself apart?

- Prior experience in pharma/biotech/healthcare and/or strategy consulting
- Experience working in a highly collaborative multidisciplinary studio environment
- Experience successfully leading client engagements
- Track record in developing or nurturing client relationships
- Track record in leading teams
- Strong project management skills
- Public profile in the business, healthcare, design thinking or research community
- Fluency with quantitative and qualitative analysis and methodologies
- Fluency in languages other than English

Interested? What do you do now?

If this job sounds like you, please outline the details of your background and related experience in your resume and cover letter and send to recruiting@coactuate.com with 'Director' and your name in the subject line.

Thank you so much for your interest in Coactuate!

Please note, we will only be contacting those who have demonstrated a good fit for the role.