



a pharama company

Business Consultant

The Business Consultant (BC) works with medical aesthetic practices to optimise their business. The BC supports practices in establishing and achieving growth objectives, improving efficiency and delivering organisational effectiveness through a 5 step consulting approach (Diagnosis, analysis, recommendation, implementation, and measurement). In partnership with marketing and medical education colleagues the BC delivers business education and training services to raise the level of business acumen within the market.

KEY/ACCOUNTABILITIES

Delivers In-Clinic Services

Identifies and develops recommendations to improve business performance of aesthetic practices in partnership with practice owners and managers through delivering a suite of consulting services addressing identified needs usually in the areas of technology, budgeting and financial needs, organisational effectiveness and marketing. Establishes key performance indicators with the practice owner (client) in pursuit of success.

Delivers Business Education Services

Plans, provides and promotes business educational events and training services to improve the level of business acumen and industry knowledge with practice owners,

60%

30%

JOB QUALIFICATIONS (MINIMUM REQUIREMENTS):

KEY REQUIREMENTS:

- University degree in business/science related with MBA preferable
- Conversational English

And two or more of the following Experience/Knowledge:

- Proven experience in business development in a similar capacity
- Experience in training/coaching including event management, preparation and

managers, staff and clinicians within the local market. Delivering a value added service, which helps clinicians and practice owners make more informed decisions.

Advocates Business Consulting Services

Fully supports Allergan and the Allergan Medical Institute championing the business consulting services to both internal and external partners and clients demonstrating a passion and professionalism beyond expectation.

MAIN CONTACTS

Physicians, Patients. Practice Owners, Practice managers, Practice staff Regional & Local Marketing teams; Sales force; Country Training Manager; Business Excellence; Business Unit Director

delivery of workshops and other training solutions

- Demonstrable experience in management/strategy consulting
- Strong management experience including budget, people leadership and organizational effectiveness
- Experience in Sales or Marketing

10%

Leadership skills:
Behaviors/Value:
(Leadership skills;
Inquisitive, Influencer,
Inspirational)

- Excellent communication skills both written, oral and presentation skills.
- Excellent facilitation skills in both group and one-one settings.
- Excellent listening skills
- Treating people with respect interacting sensitively with others responding to concerns.

Other requirement (i.e. travel)

Travel 70% of the time, locally, nationally and internationally including overnight travel with some weekend work.

Leadership skills;

(act as an owner, strategic foresight)

- Problem solving including thinking analytically and conceptually – identifying themes and key issues and their impact in a broad business context. Gathering and interpreting information examining component issues to understand causal links between component parts.
- Strategic planning and budgeting skills – good business and financial acumen.
- Collaborating and influencing others – working with others to shape plans and deliver results.
- Exceeding customer expectations by identifying customer requirements and expectations as standards to be surpassed.
- Driving results – implementation of strategies and recommendations to achieve objectives.
- Resilience the ability to deal with set backs and still deliver on commitments.
- Takes Initiative and responsibility to deliver results and get the job done.
- Demonstrating integrity modeling Allergan bold values in pursuit of corporate goals.
- Intellectual courage – the ability to challenge business partners and clients with messages that are difficult to say.