

## **Company Description**

L.E.K. Consulting is a global strategy consulting firm that specializes in corporate strategy, transaction services, and performance improvement. Founded in 1983, L.E.K. currently employs over 900 professionals in 20 offices worldwide. Global clients include FTSE 100, Fortune 500, Eurotop 300, and many of the largest firms in Asia-Pacific. Areas of expertise include Life Sciences, Media & Entertainment, Retail & Consumer Goods, Private Equity, Aviation & Airports (Travel & Leisure), MedTech, Healthcare Services, Building & Construction, and Energy & Utilities. With a reputation for solving the most complex issues, L.E.K. collaborates with business leaders to accelerate the pace and precision of strategic decision-making to achieve superior shareholder returns.

## **Life Sciences Specialist**

L.E.K. Life Sciences Specialists have their Ph.D.s in a science field and are from the top programs at leading universities. The Life Sciences Specialists are hired for their expertise in the life science or engineering fields, which has proved invaluable to our clients.

Specific responsibilities include:

- Gathering primary and secondary data on markets, competitors, and customers through database and Internet searches, market research and other commercial reports, internal client data, and telephone and in-person interviews.
- Leveraging scientific background and transferring specific knowledge base to the team in order to develop rigorous solutions to client issues.
- Developing rigorous strategic and financial analysis that will be utilized to determine L.E.K.'s recommendation to the client. Examples include developing a spreadsheet model of market growth and competitor share, developing a valuation model for a company or product using discounted cash flow analysis, testing customer sensitivity to product attributes using adaptive conjoint analysis, or determining probability distributions of acquisition value.
- Collaborating with project team members to derive trends, conclusions, and recommendations based upon the analysis. A Life Sciences Specialist must transform what he or she has learned into thoughtful insights regarding the client's strategic direction.
- Making L.E.K. an enjoyable and rewarding place to work. This includes coaching colleagues and transferring skills, offering constructive advice, and contributing to the social environment of the office.

## **Application Requirements**

L.E.K. does not have a rigid checklist of qualities a potential Life Sciences Specialist must possess. Rather, our recruiting experience has shown that outstanding academic achievement, comfort with quantitative analysis, significant professional experiences, notable extracurricular interests, and demonstrated leadership and initiative are excellent preparation for a position within the Life Sciences Specialist Program at L.E.K. Consulting.

- The opening is in our Los Angeles office for a start date of September 13, 2010
- PhDs in science related fields and MDs are welcome to apply
- Interested candidates should apply online at our website - [www.lek.com/careers](http://www.lek.com/careers) - to "Life Sciences Specialist\_WC\_10" before July 31, 2010