

Senior Consultant, Life Science Informatics

Science led. Data driven. Outcomes focused. Excelra, a global scientific services leader with 70% of our 650+ talent being scientists, delivers actionable insights combining deep scientific knowledge, understanding of data, AI, and technology, to accelerate drug discovery and development decision support. Our scientists speak code. Our engineers speak science. We live the values of trust, transparency, teamwork, integrity and commitment. When you join Excelra, you will make an impact on human health.

How you will contribute to make an impact:

As a Senior Consultant you will play a pivotal role in applying domain and technology expertise to design and deliver innovative, AI-enabled solutions that help our life sciences clients succeed with their R&D initiatives. Bringing expertise in biomedical data science, computational biology, and scientific informatics, you will effectively bridge science, technology and business stakeholders, proactively identifying and responding to client needs, authoring and delivering impactful proposals, and staying engaged through successful delivery. Specific responsibilities include:

- Becoming a trusted advisor to clients through ongoing engagement and relationship development.
- Translating scientific and operational needs into solution roadmaps, actionable initiatives and scalable solutions that drive strategic impact by bridging business, IT, and scientific domains.
- Supporting new business development by expanding the footprint of Excelra's science, data, AI, and technology solutions and services within existing and new clients, working closely with sales.
- Staying abreast of industry trends, emerging technologies, best practices in bioinformatics, AI, platform engineering, and data sciences.
- Engaging in industry consortia to learn and to project thought leadership, brand visibility.
- Conducting design thinking workshops, stakeholder interviews, landscape assessments and effectively synthesizing insights to inform roadmaps, solution architecture and design, and develop proposals.
- Knowledge of engagement economics, delivery, budgeting, & billing to manage risk and profitability.

Your qualifications and experience:

- BS, MS or PhD in a life sciences discipline, preferably bioinformatics. AI & Gen AI qualifications are a plus.
- 5+ years of relevant experience in scientific consulting for pharmaceuticals with a proven track record supporting new business development and client relationship management.
- Strong understanding of biotech and pharmaceutical data, workflows, and informatics systems across drug discovery, translational, clinical and real-world data,, with the ability to articulate strategic and operational impact of data and AI-driven solutions.
- Proven experience collaborating with cross-functional teams in a fast-paced, matrix environment.
- Strong interpersonal and communication skills, with the ability to synthesize complex scientific and technical concepts into simple, compelling, client-facing narratives.

Excelra is an equal opportunity employer, and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status, or any other characteristic protected by law. We offer competitive remuneration, annual incentive plan bonus, healthcare, and a range of employee benefits.