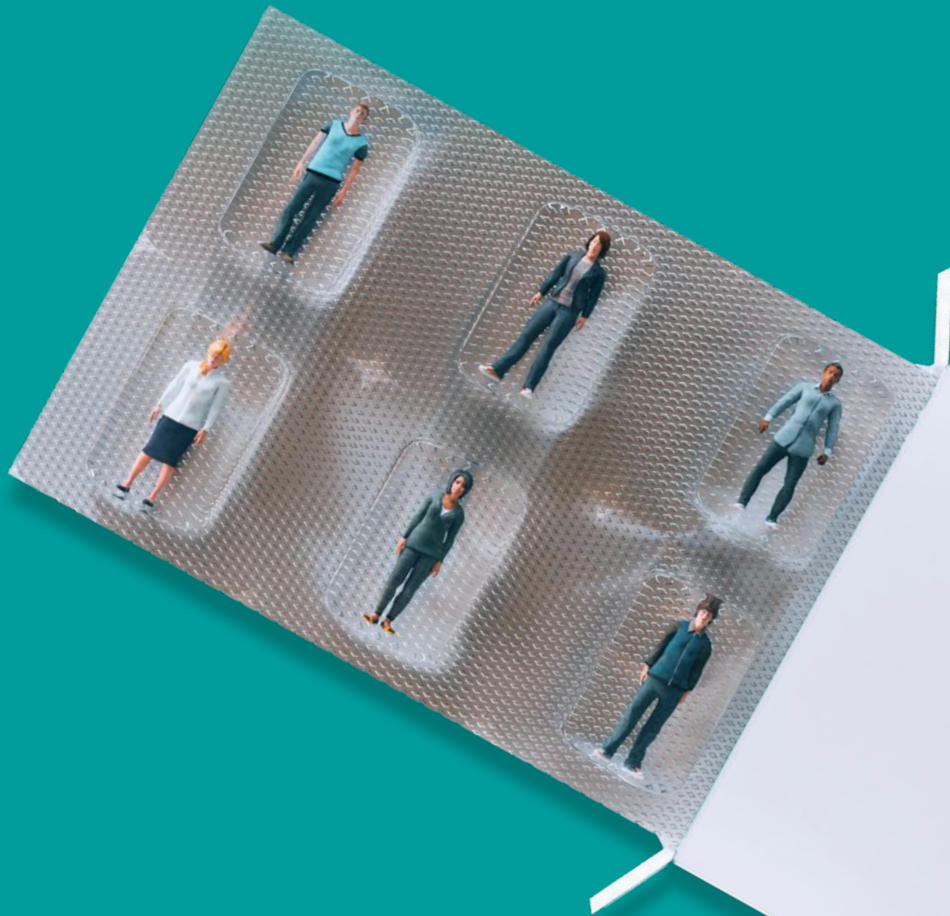


# INSPIRE BETTER HEALTHCARE

Join Ipsos' Global Healthcare Service Line



**2022**



**Want to help shape key decisions on how to address society's changing healthcare needs?**

**Keen to work with leading businesses & organisations, from big pharma to international charities?**

**Like to do this in a successful, fast-growing company named the most innovative of its kind in the world...?**

**YOU'VE FOUND YOUR NEXT CAREER MOVE.**

# Why trust Ipsos with your career in healthcare?

**Right now, healthcare is a fascinating place to be. Global demand is growing, society's needs are changing, new players are entering the fray, and medicine spend is forecast to outstrip pre-pandemic estimates. Only a genuine healthcare expert can be a true partner in such an evolving industry...**

That's why our people *are* our business. Whether they're working directly with clients or providing essential support services, our people bring the intellect, the expertise and the innate curiosity that enable us to deliver the vision we share with our clients: Inspiring Better Healthcare.



## **There's plenty to look forward to in return:**

- A passionate, entrepreneurial, close-knit global team
- The resources of a leading global agency with the agility of a much smaller business
- Professional & personal development, both through structured programmes and by working alongside industry thought leaders
- A truly borderless organisation, with international career opportunities and plenty of new challenges
- The chance to inspire better healthcare – to make a difference.

**Hopefully, this sounds like the right fit for you and your career.**

**“What do I enjoy most about my role?  
Being part of a wonderful community of  
supportive and brilliant researchers!”**

Pieter De Richter, Regional Service Leader,  
APAC & MENA Healthcare Syndicated Services (Malaysia)





## Who is Ipsos?

**Good question. Ipsos is a global leader in market research – and, according to the GRIT report for the last three years, **the most innovative market research business in the world.****

We have a powerful network of over 16,000 talented employees in 90 countries. Together, we provide a true understanding of:



**SOCIETY**



**MARKETS**



**PEOPLE**

In order to offer true expertise and collaboration for our clients' benefit, we have a multi-specialism approach – also known as Service Lines. These are supported by a strong network of local markets and global support functions.

**One of our largest Service Lines is Healthcare...**

# Introducing Ipsos' Healthcare Service Line

We are a global insight, analytics and advisory partner to the healthcare sector. Our multi-disciplinary team delivers integrated services and proprietary real-world evidence across the product lifecycle. This enables our clients to act with clarity, certainty and speed.



## THE KEY FACTS

- One of the world's leading primary healthcare market research businesses
- A team of 1100+ experts, with a diversity of academic and industry backgrounds
- A presence in c.50 countries across Europe, Americas, Middle East & Africa, Asia Pacific & Japan
- 500+ clients in pharmaceuticals, biotechnology, medical devices & diagnostics, connected health, tech, and other healthcare markets.

# What do we actually do?

Our offer can be divided into distinct areas, but our true differentiator is our ability to bring together the relevant expertise and capabilities from all four areas – together with those of the wider Ipsos business – to offer integrated solutions across the product lifecycle.

## Custom Research

Every one of our custom projects is designed to meet the exact needs of the client, be it a small biotech, big pharma or international charity. Our researchers draw on a vast array of custom research approaches, expertise from our global CoEs, and our extensive capabilities in analytics & data science to answer our clients' business questions across the product life cycle.

## Syndicated Services

The yin to Custom's yang is Syndicated (aka multi-client) Services, a key differentiator for us. Our flagship product is the market-leading Global Therapy Monitors, which provide real-world evidence in 30+ diseases, but we run multiple other syndicated studies too. Studies are run by disease experts and include unrivalled customisation and client servicing.

## Market Access & HEOR

Our global experts provide the complete spectrum of market access services, powered by payer insights, economic modelling and real-world evidence.

## Advisory Services

Our Advisory experts deliver fact-based strategies that inform critical decisions across the clinical, medical and commercial lifecycle.

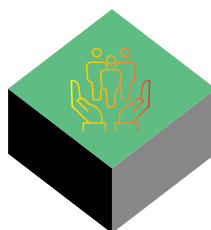
**Not a market researcher? **Not a problem.**** Our support functions, from operations and project management to analytics and data science, are equally critical to our success – and we're always looking for the right people to join us in these fast-growing areas.

# What sets us apart from other healthcare agencies?



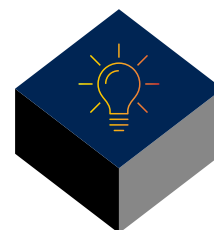
## **Client engagement:**

We work in close collaboration with our clients to solve their business issues, and deliver client engagement programmes to suit their individual needs.



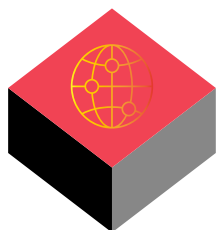
## **Centres of Expertise:**

Our global CoEs advance and cascade our expertise in key areas of importance to our clients, ensuring that our global knowledge is available to our teams and clients around the world.



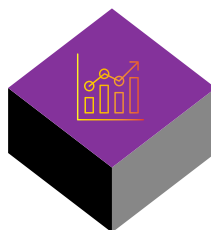
## **Innovation:**

Our unique strength, in both custom and syndicated research, comes not only from our own healthcare expertise, but from bringing Ipsos' many consumer innovations to our healthcare clients.



## **Global reach, local knowledge:**

The combination of our highly connected global network and our local, on-the-ground presence in c.50 countries is critical to our clients.



## **Data science, advanced analytics & MSDS:**

Our large global analytics team, dedicated to pharma MR, spearheads our organisational commitment to multi-source data solutions.



## **Complete compliance:**

Led by our Compliance CoE, we adhere to the leading industry standards and operate in line with their most stringent requirements wherever we are.



**“It is a great pleasure and even an honour to work in a field that makes people's lives better. It's very motivating for my colleagues and I to do our best and see how this engaged and close-knit teamwork pays off.”**

Anna Kuzina, Qualitative Research Director,  
Healthcare Service Line (Russia)





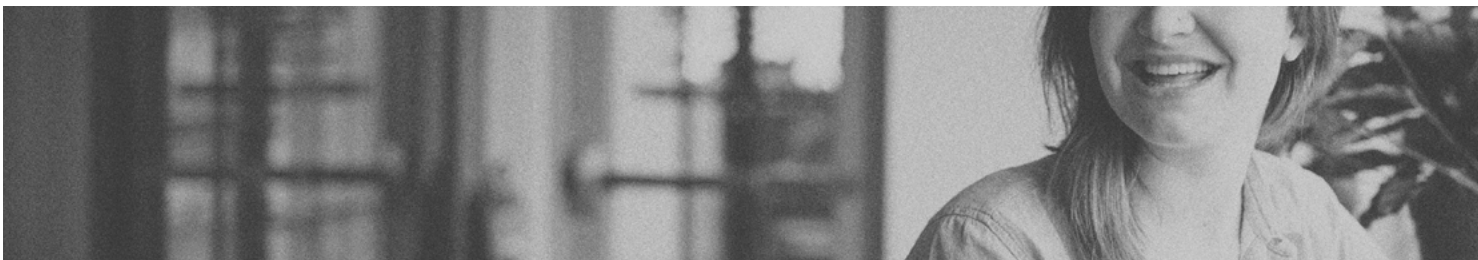
**“There are many things I love about being part of Healthcare, but primarily it comes down to the people. I honestly couldn’t be luckier with the team I’ve had – they’ve made my 30 years here go by in a heartbeat!”**


Jackie Ilacqua, Head of Global Healthcare Syndicated Services & President,  
Global Oncology (North America)

# Enjoy borderless career opportunities


Career pathways at Ipsos are as varied as the people forging them. We commit to doing all we can to help you achieve your full potential, and develop a career tailored to your needs as well as those of our business.

Here are just a couple of examples of what this looks like in practice...






**Lynda Levy**  
Senior Vice President, US Qualitative & Head of Rare Diseases CoE, Healthcare




Joined UK business to work on HIV Therapy Monitor, having worked as a hospital-based HIV researcher

1993




Moved to custom research team, running qualitative & quantitative research

1995




Moved to Beijing office to assist with English language questionnaires & reports for international clients

1997




Became leader of Beijing office

1998



Moved to US to lead international custom research

2000



Took maternity leave

2001



## Pieter De Richter

Regional Service Leader, APAC and MENA

Joined the London office, via the Graduate Development Programme; started working in the Virology Therapy Monitors team as a Graduate Research Executive



2003

2006-09



Worked in the Sydney office; initially helped set up the Australian Oncology Monitor, then headed up the Australian Syndicated Healthcare portfolio

In charge of APAC Syndicated Healthcare, based out of Singapore; managed teams in China, Australia, South Korea and India



2009-11

2011-14



Moved to the NYC office; responsible for global business development for Syndicated Healthcare; launched the Global MDx Monitors Business Unit in 2012

Moved to the Kuala Lumpur office; Team Leader for a team of 15+ KL researchers, who support the Global Syndicated teams around the world; continuing role as Head of Global MDx



2014-17



2017 - PRESENT

Still in KL office: now Head of Syndicated Real World Evidence in APAC & MENA and continuing to head up the KL Syndicated team which has grown to 45+ staff

Became leader of global Medical Device & Diagnostics team



2004

2005

ernity leave

2007



Took maternity leave

Became client lead for one of Ipsos' biggest pharma clients in US



2009

2015



Switched focus to qualitative research and led one of the qualitative teams

Became leader of global Rare Diseases Centre of Expertise



2017 - PRESENT

# Work with a company that shares your values



## **INTEGRITY**

We demonstrate the highest ethical standards, and we do what we say we will. We are independent, objective experts delivering reliable information.



## **ENTREPRENURIAL SPIRIT**

We challenge ourselves, our colleagues and our clients. We're a big business that acts like a small one and feels empowered to take calculated risks.



## **CLIENT FIRST**

We put clients first. We focus on long-term partnerships, not one-off transactions, and treat clients' businesses as if they are our own.



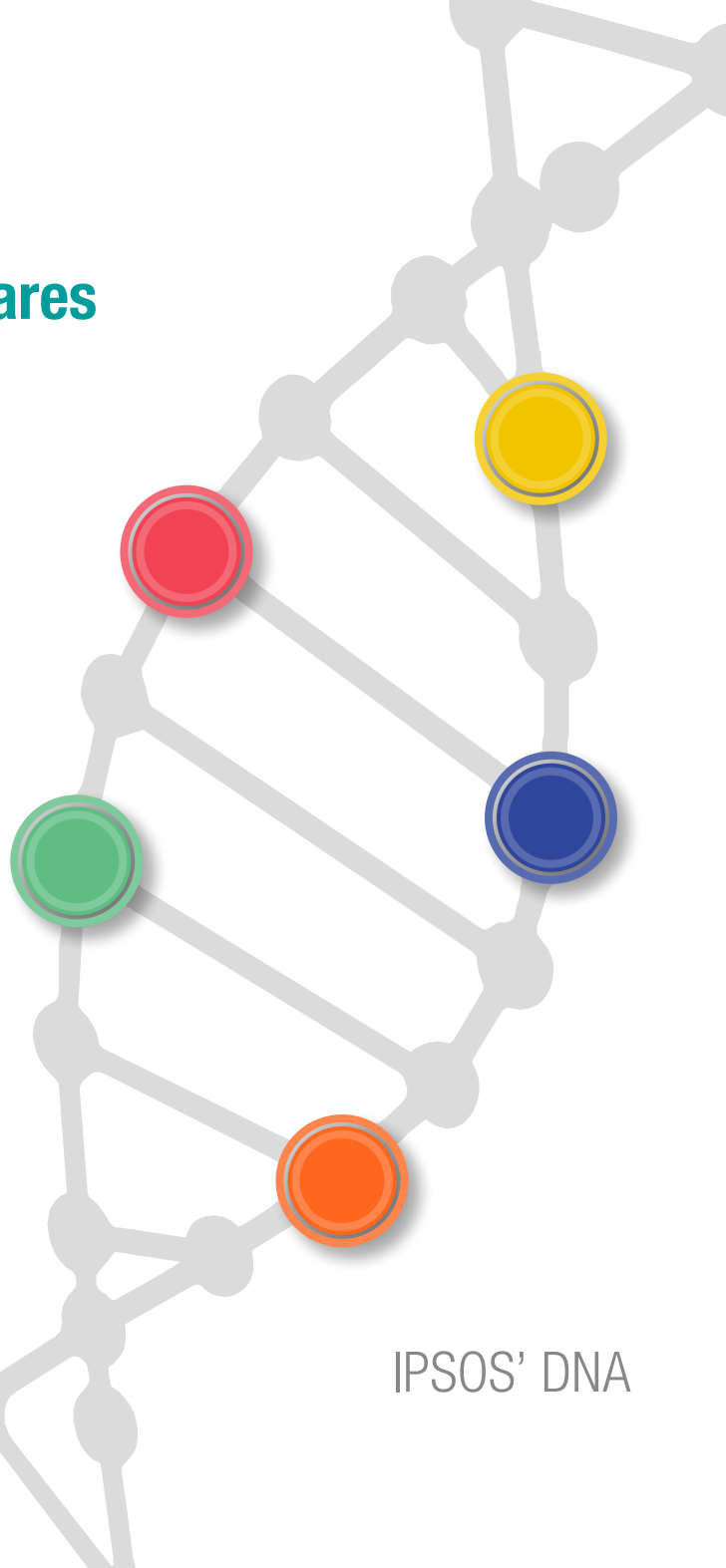
## **CURIOSITY**

We are curious about the world around us. We ask the right questions. We seek the new and unexpected.



## **COLLABORATION**

We work in diverse teams comprising clients and colleagues. Everyone matters - all of us are smarter than any of us.



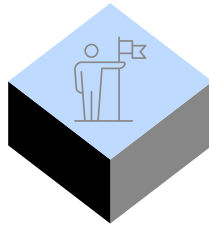
IPSOS' DNA



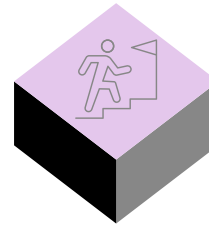
## Ipsos' commitment to employee resilience & health...



Provide all the support our teams need for their well-being at work and their mental health



Develop personal resilience among employees and lead by example with resilient management



Provide employees with career development opportunities at Ipsos

## ...and to inclusion & diversity

**Ipsos considers difference to be a factor that drives progress and performance for each individual and for the Group as a whole.**

We want our company to be made up of people who are as diverse as the companies and subjects we study. For this reason, the Group is committed to employment equity and to creating a workplace environment in which all employees are treated with respect and dignity – and our HR policies underpin this commitment.





# Taking responsibility

Ipsos was the first market research company in the world to subscribe to the UN Global Compact, in 2008. In doing so, we have subscribed to respect ten universal principles concerning human rights, labour, the environment and combating corruption. Our objective for 2023 is that 90% of our suppliers are subscribers too.

JUST SOME OF OUR KEY FIGURES:			
<div><div>CORPORATE RESPONSIBILITY</div><ul style="list-style-type: none"><li>• Our employee engagement score: 72%</li><li>• Women in senior roles: 55% of the Board of Directors</li><li>• 41.1% of our top 800 executive positions held by women</li></ul></div>	<div><div>ENVIRONMENTAL RESPONSIBILITY</div><ul style="list-style-type: none"><li>• 36% reduction in our CO<sub>2</sub> emmissions since 2018</li><li>• In 2020, 1,271 employees completed the training to raise awareness about environmental issues</li></ul></div>	<div><div>SOCIAL RESPONSIBILITY</div><ul style="list-style-type: none"><li>• EcoVadis GOLD Medal (awarded to 5% of companies assessed)</li><li>• 24 education and poverty reduction projects</li><li>• 7 environment projects</li></ul></div>	<div><div>THE IPSOS FOUNDATION</div><ul style="list-style-type: none"><li>• 67 projects funded since 2014 in 34 countries for a total amount of 1.8 million euros</li><li>• 24 projects for refugee migrant children</li></ul></div>



In 2020, Ipsos joined an international partnership to implement non-pharmaceutical interventions against COVID-19 in Africa.

This is just a snapshot of Ipsos' CSR activities, which span the social, societal and environmental – learn more at <https://www.ipsos.com/en/taking-responsibility#foundation>

**“It is amazing to join a team with supportive management where you can learn things fast and do what you do best, together with intelligent colleagues from different continents in this Asian office.”**

Mike Zhou, Research Director,  
APAC Medical Devices & Diagnostics  
Lead (Singapore)





**“It’s the care and attention for people and for each other that makes Ipsos special, and a set of values that are expressed fully in our culture, day in, day out. I’m proud of what we do for our clients and for our people, and the way in which we do it.”**

Gareth Philips,  
Managing Director UK & Head of EMEA,  
Healthcare (UK)



## How to apply

Given the ongoing growth of our business, we usually have opportunities in a variety of teams and countries around the world.

We're looking for people who share our vision and our values and have the right capabilities and experience – or the passion to acquire them – to join us in Custom Research, Syndicated Services, Market Access, Advisory Services or one of our support functions.

Keep an eye on our global and local websites where vacancies are posted.

**Alternatively, send your CV with a covering letter now to [Helen.Wingfield@ipsos.com](mailto:Helen.Wingfield@ipsos.com).**

**WE LOOK FORWARD TO MEETING YOU!**





## ABOUT US

We are a global insight, analytics and advisory partner to the healthcare sector. Our multi-disciplinary teams deliver integrated services and proprietary real-world evidence across the product lifecycle. This enables our clients to act with clarity, certainty and speed.

