

Pharmaceutical Consultant

Pharmaceutical Consultant Job Overview:

A pharmaceutical consultant is an extremely important role as they ensure that pharmaceutical companies continue to improve the delivery of products to those in need. The job comes with a lot of different responsibilities, from helping clients to build new overall business strategies to performing evaluations of clinical trials. The job has a lot of different and unique aspects to it, but for the right person, it will be very fulfilling.

As a pharmaceutical consultant it needs to be able to support your clients throughout every stage of a product's lifecycle. From the start Consultant would need to forecast the costs of drug development projects and help identify any existing operational issues within the company. To ensure the company is improving, a pharmaceutical consultant will also need to have an up to date knowledge of the current technology landscape and be able to suggest new technologies/software. They may also be responsible for securing new clients. This is all whilst making sure that the company is staying compliant to any regulations set by regulatory bodies regarding the manufacture and distribution of drugs and pharmaceuticals.

Responsibilities for a Pharmaceutical Consultant:

To be an effective Pharmaceutical Consultant, you would need to be able to:

- Work under pressure and resolve any sudden problems with practical solutions.
- Be in charge of creating quality strategies for importation and distribution of products/medicines.
- Ensure good relationships between the companies and TDAP.
- Keep up to date on the pharmaceutical industry to ensure you are always offering in depth and accurate expertise.
- Work alongside the marketing department to ensure that you are reaching targeted audiences.
- Look after the production process to ensure it keeps in line with costs and scheduling.
- Analyze the market and pharmaceutical supply chain management
- Finding an interest in a certain area of pharmaceuticals can help get consulting positions as a specialist knowledge.
- Develop a research report containing the current status, gaps, challenges and policy recommendations.
- Participate in an inception meeting and prepare an inception report detailing the methodology to be employed and the work plan.

Detailed Terms of Reference (ToR) – Hiring of Pharmaceutical Consultant

1. Objective of the Consultancy

- Provide specialized technical and strategic consultancy support to TDAP for the development and promotion of Pakistan's pharmaceutical sector.
- Assess the current status, performance, opportunities, constraints and export potential of the pharmaceutical industry.
- Identify key gaps in production, quality standards, regulatory compliance, market access, technology, supply chains and export development.

- Provide practical and implementable recommendations for enhancing pharmaceutical exports and international competitiveness.
- Support TDAP in strengthening coordination between pharmaceutical companies, relevant government institutions, regulatory authorities and international buyers.

2. Scope of Services

The Pharmaceutical Consultant shall be responsible for, but not limited to, the following:

- Conduct a comprehensive assessment of Pakistan's pharmaceutical sector, including:
 - Manufacturing capacity and capabilities.
 - Product portfolio and exportable products.
 - API, formulation and finished-dose manufacturing.
 - Contract manufacturing and private-label opportunities.
 - Quality assurance and quality-control systems.
 - Technology and production processes.
 - Pharmaceutical supply-chain infrastructure.
 - Export performance and major export destinations.
- Analyze the current pharmaceutical export structure and identify:
 - High-potential products.
 - High-growth international markets.
 - Untapped and emerging markets.
 - Products with potential for regional and global expansion.
 - Major competitors and competitive advantages/disadvantages of Pakistani exporters.
- Review the pharmaceutical product lifecycle from development and manufacturing to registration, marketing, distribution and export.
- Assess operational and institutional bottlenecks affecting pharmaceutical manufacturers and exporters.
- Identify challenges related to registration, certification, regulatory approvals, quality requirements, product standards and market-entry procedures.
- Review relevant international regulatory and compliance requirements affecting Pakistan's pharmaceutical exports.
- Examine the requirements of major importing markets and provide guidance to Pakistani pharmaceutical companies regarding market-entry requirements.
- Analyze pharmaceutical supply-chain management, including sourcing of raw materials/API, manufacturing, warehousing, transportation, distribution and export logistics.
- Identify opportunities for improving efficiency, reducing costs and strengthening supply-chain resilience.
- Assess the technology landscape of the pharmaceutical industry and identify areas where modern technologies, software, automation and digital solutions can improve productivity and competitiveness. The source specifically identifies maintaining current technology knowledge and suggesting new technologies/software as a consultant responsibility.
- Review production processes with particular focus on cost efficiency, production planning, quality and scheduling.
- Identify opportunities for technology transfer, joint ventures, contract manufacturing, licensing and international business partnerships.
- Support identification and development of potential international buyers, distributors, importers and strategic partners.
- Provide market intelligence and information on pharmaceutical industry trends, demand patterns and regulatory developments.

- Work with TDAP to identify suitable international trade fairs, exhibitions, B2B meetings, trade delegations and business forums for pharmaceutical exporters.
- Assist TDAP in developing targeted business-matching and market-development initiatives.
- Support coordination between TDAP and pharmaceutical industry stakeholders and maintain effective professional relationships with relevant companies and institutions.

3. Regulatory and Policy Advisory

- Review the regulatory environment governing pharmaceutical manufacturing and exports.
- Identify regulatory and procedural barriers affecting exports.
- Identify areas requiring improved coordination among relevant government departments, regulatory authorities and industry.
- Provide recommendations for improving regulatory facilitation and export competitiveness.
- Identify non-tariff barriers and market-access challenges in important export markets.
- Recommend measures to facilitate registration of Pakistani pharmaceutical products in international markets.
- Provide technical input for policy papers, concept notes, briefing notes and proposals prepared by TDAP.
- Develop practical policy recommendations based on industry consultation, market analysis and international best practices.
- Highlight gaps between existing policies and the requirements of international pharmaceutical markets.

4. Industry and Stakeholder Engagement

- Maintain regular interaction with pharmaceutical manufacturers, exporters, industry associations and other relevant stakeholders.
- Conduct consultations with pharmaceutical companies to identify sector-specific challenges and opportunities.
- Obtain industry feedback regarding export barriers, regulatory requirements, production constraints and market opportunities.
- Facilitate communication between TDAP and relevant pharmaceutical stakeholders.
- Support TDAP in organizing stakeholder consultations, seminars, workshops, B2B meetings and sectoral dialogues.
- Prepare minutes, consultation summaries and action points, where required.
- Develop a stakeholder database covering relevant pharmaceutical manufacturers, exporters, associations, buyers, distributors and institutions.

5. Market Research and Export Development

- Conduct detailed market research for priority international markets.
- Prepare country/market profiles covering:
 - Market size and demand.
 - Product opportunities.
 - Registration requirements.
 - Regulatory framework.
 - Import procedures.
 - Major competitors.
 - Pricing and distribution structures.
 - Potential buyers/distributors.
 - Market-entry challenges.

- Recommend priority markets and products for TDAP's pharmaceutical export-promotion activities.
- Identify potential international buyers and distributors for Pakistani pharmaceutical companies.
- Support preparation of B2B matchmaking opportunities.
- Assist in developing market-specific export strategies.
- Monitor international pharmaceutical market trends and provide periodic updates to TDAP.

6. Business and Investment Development

- Identify opportunities for foreign investment in Pakistan's pharmaceutical sector.
- Identify potential international partners for:
 - Joint ventures.
 - Technology transfer.
 - Contract manufacturing.
 - Licensing.
 - API manufacturing.
 - Research and development.
 - Pharmaceutical distribution.
- Provide recommendations for attracting investment into high-potential pharmaceutical segments.
- Support TDAP in preparing sectoral investment profiles and investment opportunity documents.

7. Marketing and Export Promotion

- Work with TDAP's relevant teams to develop pharmaceutical-sector promotional strategies.
- Provide technical input for brochures, market intelligence reports, presentations and promotional materials.
- Assist in identifying targeted audiences and potential overseas markets, consistent with the source document's requirement to coordinate with marketing activities.
- Provide technical support for Pakistan Pavilion participation in relevant international pharmaceutical exhibitions.
- Support preparation of company/product profiles and buyer-targeting strategies.
- Provide technical input for B2B meetings, trade missions and sector-specific promotional campaigns.

8. Cost, Production and Operational Assessment

- Assess production costs and identify opportunities for cost optimization.
- Review production planning and scheduling practices.
- Identify operational inefficiencies affecting competitiveness.
- Recommend measures for improving productivity and resource utilization.
- Examine major cost components affecting export competitiveness.
- Provide recommendations for improving manufacturing efficiency while maintaining required quality standards.

9. Research and Analytical Work

- Undertake desk research and primary research as required.
- Collect and analyze relevant industry, trade, production and market data.
- Prepare analytical reports on identified pharmaceutical-sector issues.
- Conduct SWOT analysis of Pakistan's pharmaceutical sector.

- Benchmark Pakistan's pharmaceutical industry against selected competing countries.
- Identify international best practices that may be adapted to Pakistan.
- Develop evidence-based recommendations for TDAP and relevant stakeholders.
- Maintain updated knowledge of pharmaceutical industry developments, regulatory changes, technologies and international market trends.

10. Key Deliverables

- Inception Report and detailed work plan.
- Pharmaceutical Sector Assessment Report.
- Pharmaceutical Export Potential Assessment.
- Priority Markets and Products Report.
- Regulatory and Market-Access Barriers Report.
- Pharmaceutical Supply-Chain Assessment.
- Technology and Manufacturing Competitiveness Assessment.
- Stakeholder/Industry Consultation Report.
- Potential Buyers/Distributors and Business Opportunities Database.
- Policy and Regulatory Recommendations.
- Market-specific export-development recommendations.
- Final comprehensive consultancy report incorporating findings, analysis, gaps, challenges and recommendations. The source draft specifically requires a research report covering the **current status, gaps, challenges and policy recommendations**.

12. Coordination with TDAP

- Work closely with the designated TDAP focal person/desk officer.
- Provide regular progress updates.
- Attend meetings called by TDAP concerning the assignment.
- Coordinate with relevant TDAP divisions/departments.
- Provide timely technical inputs for official briefs, meetings and policy discussions.
- Immediately highlight critical issues requiring intervention by TDAP.
- Maintain proper documentation of research, consultations, findings and recommendations.

13. Expected Outcomes

- Improved understanding of Pakistan's pharmaceutical export potential.
- Identification of priority products and international markets.
- Identification of regulatory, operational and market-access bottlenecks.
- Improved industry-government coordination.
- Identification of international buyers, distributors and strategic partners.
- Development of practical export-promotion and market-entry strategies.
- Identification of investment, JV, technology-transfer and contract-manufacturing opportunities.
- Strengthened evidence base for TDAP's pharmaceutical-sector policy and export-promotion initiatives.

14. Professional Conduct and Confidentiality

- Maintain confidentiality of all information, documents, commercial data and stakeholder information obtained during the consultancy.
- Use information obtained through the assignment solely for purposes authorized by TDAP.
- Ensure that all reports and recommendations are objective, evidence-based and professionally prepared.
- Disclose any potential conflict of interest to TDAP.

- Coordinate with stakeholders professionally and maintain the integrity and confidentiality of industry information.

15. Duration and Level of Effort

- The consultancy shall be for the period specified in the procurement/contract documents.
- The Consultant shall devote adequate time and professional resources to complete the assignment within the agreed timeline.
- The Consultant may be required to attend meetings, stakeholder consultations, workshops and other TDAP activities during the consultancy period.