

State Consultant - Market Access and Government Engagement (Maharashtra)

Reports to	Manager, Health Policy and Market Access (National)
Base	Mumbai, Maharashtra. Home-based, with travel within the state as required and occasional travel to Delhi
Engagement	Full time/Part time. Duration – Six months (Extendable)
Experience sought	5-7 years
Remuneration	Commensurate with qualifications and experience
Expenses	Travel and assignment expenses in line with firm policy
Submission	Send your CV with relevant experiences and a cover note to info@garnetglobalconsultants.com

Purpose of the position

The firm is delivering a national and multi-state programme of work on patient access to specialty therapies within publicly funded health insurance. This position covers Maharashtra. The applicant will be the firm's presence in the state and will be responsible to build and hold the working relationships, supply the state-specific information on which the technical work depends, carry the evidence to clinical and official stakeholders, and keep a complete record of everything done.

It is important that the applicant understands how a state health system operates, and can work credibly with the officials and clinicians who take decisions.

Key responsibilities

A. State intelligence and technical inputs

- Provide current information on Maharashtra public health insurance schemes: its benefit structure, its reimbursement rates and benchmarks, its pre-authorisation and documentation requirements, its revision and budget cycles, and the way innovative therapies are handled at present.
- Supply the state-specific information on which the national technical work depends: scheme and rate data, utilisation data, local clinical practice patterns, and the institutional entry points through which a matter is properly raised. The technical adaptation is carried out by the national team. This position provides the inputs and validates the result.
- Understand the state-specific technical dossier once it is prepared, to a standard that allows the applicant to explain it, discuss it and present it to clinical and official audiences without support.

B. Stakeholder engagement and consultation

- Act as the firm's representative in Maharashtra. Build and maintain working relationships across the concerned state health departments and the state medical and technical advisory committees.
- Map the state's institutions, officials and decision points, and prepare the state engagement plan before any contact is made.
- Convene, facilitate and document one formal state technical consultation, bringing together specialist clinicians from government medical colleges and public hospitals with scheme administrators, to establish clinical consensus on unmet need of targeted therapies, and on the clinical criteria that should govern its use.
- Present the technical evidence to the state medical and technical advisory committees and answer the queries they raise.

C. Technical documentation and departmental facilitation

- Assemble the technical documentation required by the concerned state health departments, support its submission, and follow its progress through the department to the level at which it is considered.
- Draft administrative notes, technical briefs, executive memos and query responses as per the state government requirements.
- Maintain the state stakeholder log, meeting records and facilitation trail, contemporaneously and in full, in a form that can be produced for compliance review at any point.
- Track and report the state calendar: revision windows, budget cycles, committee meeting dates, transfers and changes of officials, and anything else that bears on timing.

D. Escalation and systems

- Where the state chooses to refer the matter for national consideration, prepare the supporting pack, including utilisation data and justification notes.
- Provide technical inputs for package designing on appropriate technical solutions, covering pre-authorisation fields, clinical documentation requirements and claim validation parameters, where this is required.

E. Reporting

- Report to the Manager as per the firm's requirement and contribute to the fortnightly client review.

Outputs the position is accountable for

The state information pack and the validated state-specific inputs supplied to the national team; the approved state engagement plan; the design, proceedings and outcome note of the state technical consultation; the technical documentation assembled for the State Health Departments; committee and departmental papers and query responses; the state stakeholder log and

facilitation trail; the referral support pack where applicable; and the technical system specification where required.

Qualifications and experience

Essential

- A postgraduate qualification in public health, health economics, health administration, health policy, medicine, pharmacy, life sciences, social sciences or management. Candidates from MBBS, MD, MPH, MHA, MBA, and M.Pharm backgrounds are equally welcome.
- 5-7 years of professional experience in market access, health policy, health economics and outcomes research, public health programme management, government advisory or health consulting.
- Demonstrable experience of working with or alongside a state health department, a State Health Agency, the National Health Mission, or a central ministry or department. Experience gained within a development partner, a technical support or programme management unit embedded with government, a research institution, or a consulting firm delivering to a government client is equally acceptable.
- The professional standing and the manner to secure and hold meetings with senior officials and senior clinicians, and to be taken seriously in a government office.
- Fluency in English and Marathi is essential, with working proficiency in Hindi expected. The ability to write for a government reader is required: short, factual, referenced and free of promotional tone.
- Based in Mumbai.

Desirable

- Working knowledge of the state public health assurance schemes, including their benefit structure, reimbursement rates, pre-authorisation and claims processes, and the way in which these are revised.
- Prior work with government medical colleges, public hospitals or specialist clinical departments in the state.
- Experience preparing papers for a state advisory or appraisal committee.
- Experience on the manufacturer side in pharmaceutical or medical device market access, or with a payer or insurer.
- An existing professional network within the state health system.

Competencies and attributes

- Patience and persistence. State approvals move slowly, through several desks, and often restart when an official changes.
- Judgement about when to press and when to wait, in an environment where the firm has influence but no authority.

- Discipline in documentation. What is said, sent and agreed is recorded at the time.
- Discretion, and the confidence to decline anything that falls outside the compliance conditions below without needing to check first.
- Independence. The applicant works alone in the state, with support from national office rather than supervision on the ground.

Conduct, compliance and confidentiality

These conditions are central to the position and are not negotiable. They apply to every engagement the applicant undertakes on the firm's behalf.

- The client is the party that makes any submission of record. The firm's role is technical preparation and facilitation. The applicant does not represent the client, or any product, in a promotional capacity before any public authority, and does not act as a promotional agent.
- No honoraria, payment, gift, hospitality, travel, entertainment or benefit of any kind may be offered, promised or provided to any public official, public servant or clinical expert in connection with this work. No such payments are budgeted and none may be arranged.
- No stakeholder contact without an approved engagement plan. All outreach to officials and institutions follows a written engagement plan approved in advance by the firm and, where required, by the client.
- All material must be factual, referenced and free of promotional content, and the client's sponsorship of the work is to be disclosed where relevant.
- Complete and contemporaneous records. Every meeting, call, document issued and submission made is to be recorded at the time and kept in a form that can be produced for compliance review at any point.
- No assurance of outcome. No representation, express or implied, may be made to any party that any decision of a public authority is assured or expected.
- The applicant is expected to work within the Uniform Code for Pharmaceutical Marketing Practices, the Prevention of Corruption Act, the client's own code of conduct, and the firm's confidentiality and non-disclosure obligations. Any approach, request or situation that appears inconsistent with these is to be reported to the Project Director immediately and before any response is given.

Performance and review

Performance is assessed on the quality, completeness and timeliness of the outputs set out above, and on the conduct of the engagement process. It is expressly not assessed on the decision of any public authority. Such decisions rest solely with those authorities and neither the applicant nor the firm can guarantee them. Where a decision remains pending, performance is judged on the documented work completed and the submissions made. The state technical consultation, the documentation assembled and submitted, and the committee papers are the substantive markers of delivery for this position.

