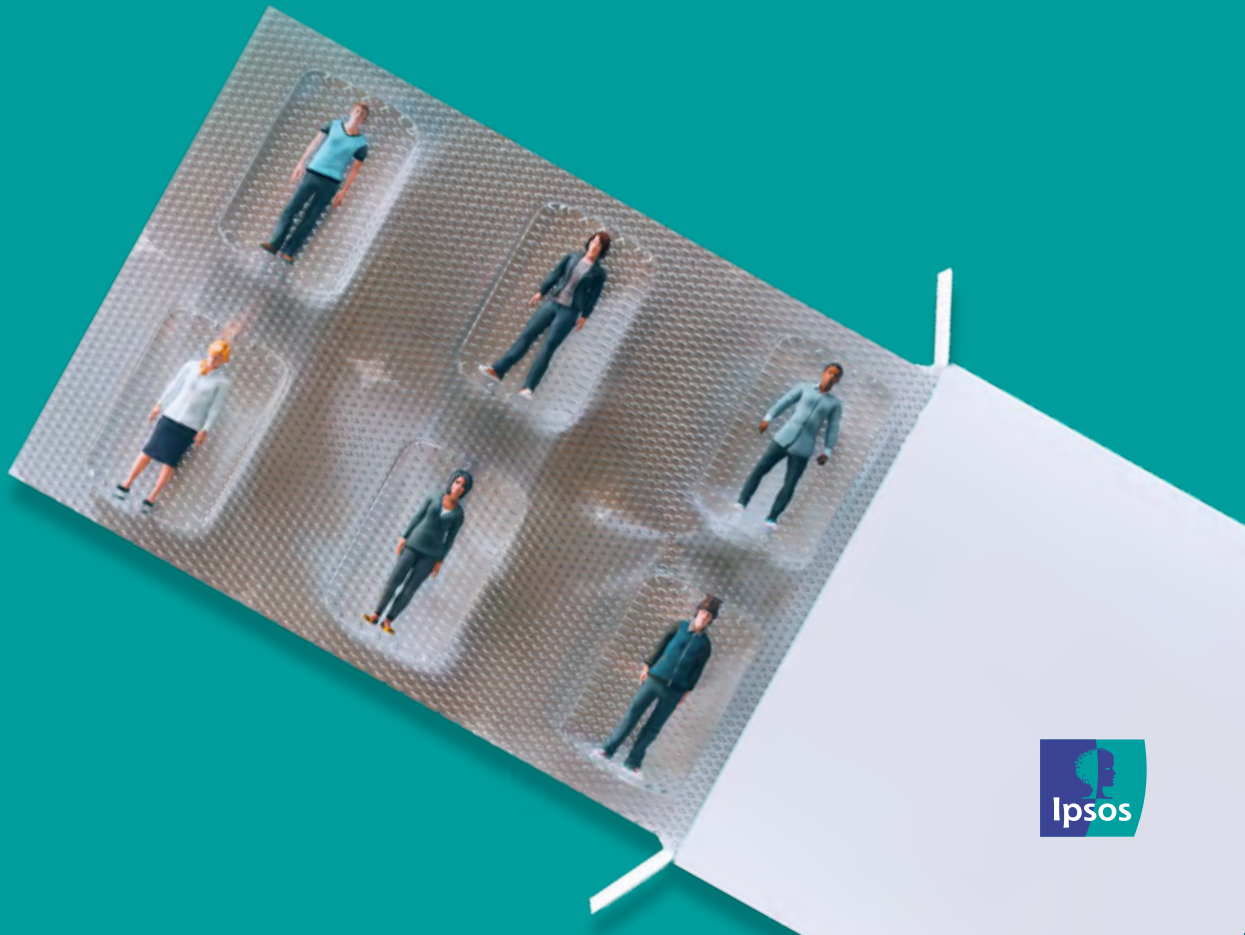


# INSPIRE BETTER HEALTHCARE

Join Ipsos' Global Healthcare Service Line



2024



**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 the impact of artificial intelligence is potentially transformative. 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, APAC & MENA Regional Lead,  
Global Healthcare Monitors



#1 MOST INNOVATIVE  
MARKET RESEARCH  
COMPANY 2019-2023

## Who is Ipsos?

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

We have a powerful network of over 20,000 talented employees in 90 countries and growing. 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 provide insights, evidence and guidance across the healthcare product lifecycle – empowering our clients to align commercial success with what matters most: improving patients' lives...



### THE KEY FACTS

- One of the world's leading primary healthcare market research businesses
- A team of 1250+ experts, with a diversity of academic and industry backgrounds
- Dedicated healthcare teams in Europe, Americas, MENA, APAC & 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.

## Global Healthcare Monitors

The yin to Custom's yang is Global Healthcare Monitors, a portfolio of multi-client studies and 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 monitors too. They 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

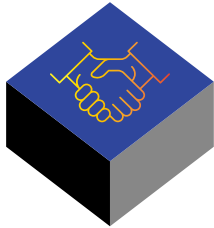
Our Advisory experts deliver fact-based strategies that inform critical decisions across the clinical, medical and commercial lifecycle.

## Evidence Generation

We also capture clinical patient data to be used as real-world evidence for medical publications, regulatory submissions or for commercial purposes.

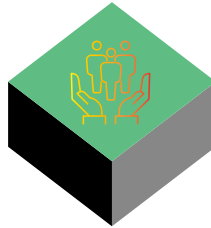
Not a market researcher? **Not a problem.** Our support functions, from operations and project management to analytics and data science, are equally critical to our success – and we're always looking for the right people to join us in these fast-growing areas.

# What sets us apart from other healthcare agencies?



## Client focus

We work in close collaboration with our clients, and internally across teams, to understand and meet our clients' needs.



## Expertise

Our unique strength comes from our healthcare capabilities married with Ipsos' wider expertise and innovations.



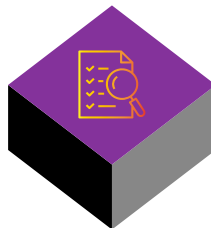
## Reach

We have a highly connected global network with local, on-the-ground presence in all key healthcare markets.



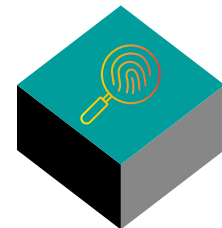
## Data science

Our global team of analysts & data scientists, all dedicated to healthcare, is among the largest in the industry.



## Compliance

Our rigorous Quality & Compliance Programme is upheld at all levels of our global business.



## Real world evidence

Our RWE services comprise the industry's largest portfolio of syndicated prescribing data.



**“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





**“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 Monitors & President,  
Global Oncology

## Enjoy borderless career opportunities

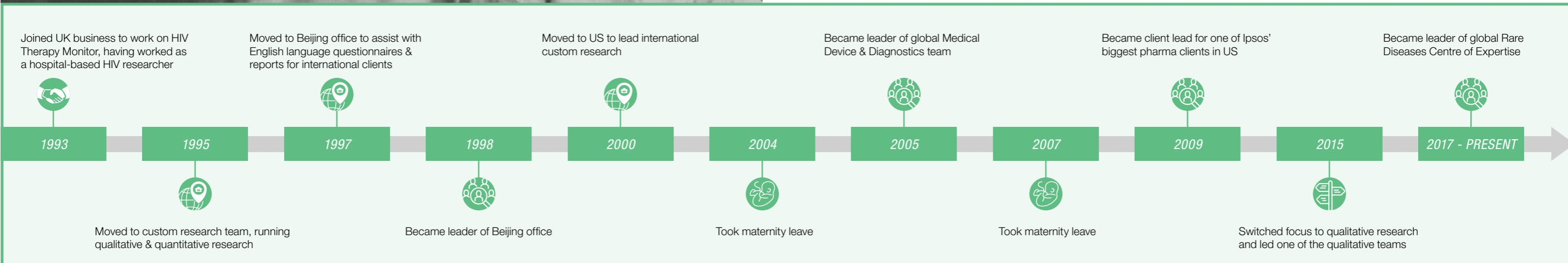
Career pathways at Ipsos are as varied as the people forging them. We commit to doing all we can to help you achieve your full potential, and develop a career tailored to your needs as well as those of our business.

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



**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

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



2006-09

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



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



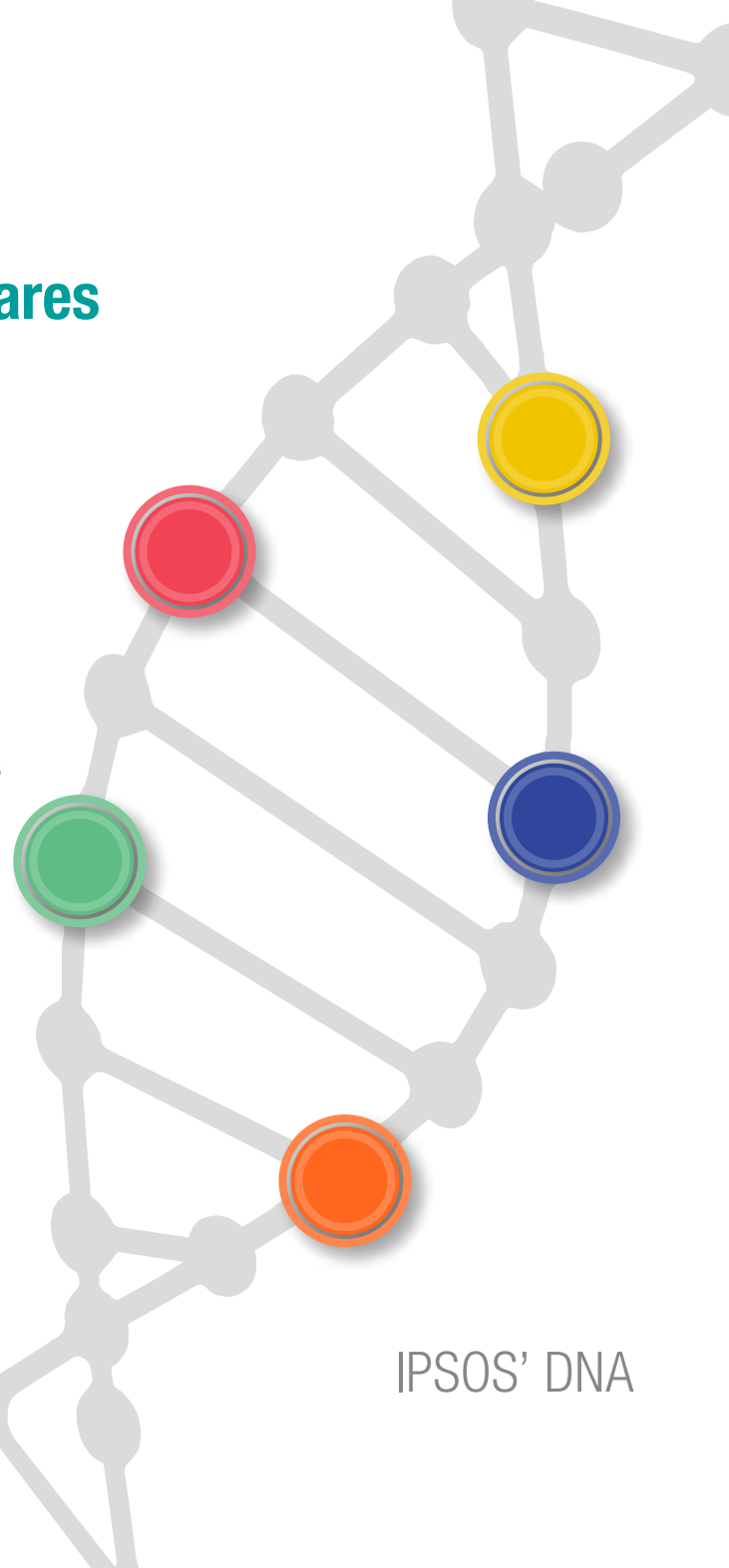
Became APAC & MENA Regional Lead, Global Healthcare Monitors (formerly Syndicated Services); relocated from KL to Singapore in 2023.

2014-17

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.

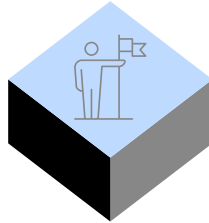


IPSOS' DNA

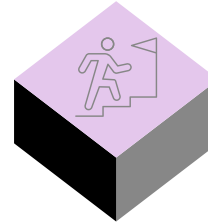
## Ipsos' commitment to employee resilience & health...



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

As a company, we live by our values. 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.

These are just some of our key facts and figures

**54%**  
of **board of directors**  
are **women**

Ranked **16th** in women's  
leadership index of 120  
largest French companies

EcoVadis Leadership  
awards for ESG  
**Ipsos achieves the  
Gold Standard**  
**Top 5%** of the evaluated  
companies

Over **100**  
**education projects** for  
disadvantaged children  
granted by the  
**Ipsos Foundation**

**79%** **employee**  
**engagement rate in 2022**  
vs. industry benchmark  
of 72%

Part of the  
**Science-Based Targets**  
Initiative – an independent  
verified pathway to **net zero**

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>

IPSOS' GLOBAL HEALTHCARE SERVICE LINE

**“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



## How to apply

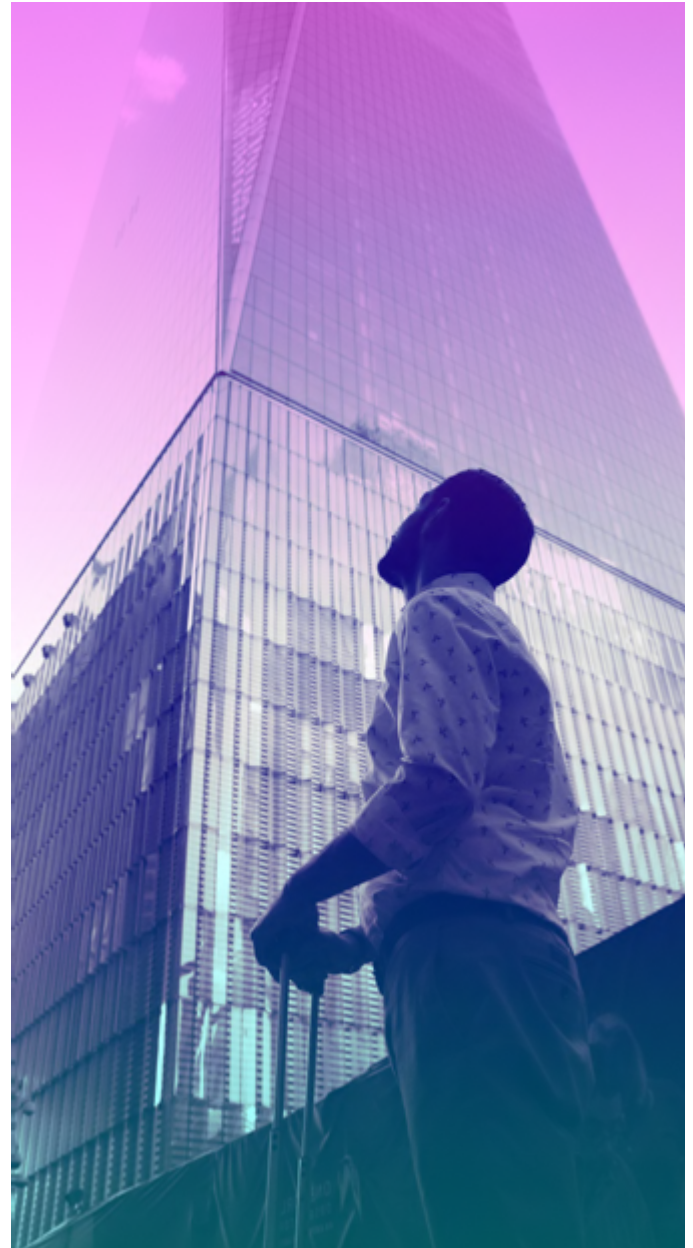
Given the ongoing growth of our business, we usually have opportunities in a variety of teams and countries around the world.

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 our insight, evidence or advisory teams or one of our support functions.

All current vacancies will be listed on the Ipsos website here: [www.ipsos.com/en/careers](http://www.ipsos.com/en/careers).

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

Ipsos is a global insight, evidence and advisory partner to the healthcare sector – and one of the world's leading healthcare primary market research businesses. We provide insights, evidence and guidance across the healthcare product lifecycle, empowering our clients to align commercial success with what matters most: Improving patients' lives.

