

Anthony Lewis

Consultant

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Partner-level independent consultant with 22 years across Tier-1 firms and boutique practice, now running a senior-only collective for life sciences and medtech clients. Sell, scope, and lead C-suite engagements; subcontract a bench of 14 senior experts as engagement size demands.

PROFESSIONAL EXPERIENCE

Founding Partner, Marchetti Life Sciences Collective, Boston, MA 2019 – Present

- Built a 14-person expert bench (former BCG, ZS, and industry VPs) and booked \$4.6M in fees in 2023 across 22 engagements.
- Personally led 6 CEO-sponsored growth strategy projects for medtech clients ranging from \$80M to \$1.1B in revenue.
- Closed a 3-year master services agreement with a top-10 pharma client covering commercial analytics and launch readiness.
- Set pricing model around fixed-fee phases tied to decision milestones; write-offs have stayed under 4% of booked fees.
- Speak at two industry conferences per year as a primary BD channel, generating about 35% of inbound pipeline.

Partner, Keller Vance Partners, Boston, MA 2014 – 2019

- Led the firm's medtech commercial practice; grew it from \$3M to \$11M in annual revenue over five years.
- Owned the relationship with three of the firm's top six accounts, including two repeat board-level engagements.
- Recruited and developed 9 senior consultants, four of whom were promoted to principal.
- Sat on the firm's investment committee and pricing review for all engagements over \$500K.

Principal, Allerton Strategy, Cambridge, MA 2010 – 2014

- Ran commercial strategy engagements across pharma and diagnostics for clients in the US and EU.
- Sold \$6.8M in fees over four years with a 60% conversion on shortlisted proposals.
- Built the firm's launch readiness IP, later licensed to two client organizations.
- Led recruiting for the Boston office and chaired the case interview committee.

Senior Consultant, BCG (Boston Consulting Group equivalent role at peer firm)

- Worked on global pharma launch strategy and pricing engagements for top-15 pharma sponsors.
- Led analyst teams across three continents for one 14-month account-level engagement.
- Promoted to Principal one cycle ahead of the typical tenure.
- Contributed to two published thought leadership pieces on specialty therapeutics.

EDUCATION

- MBA, Harvard Business School, 2003
- B.S. Biology, Cornell University, 1999

KEY SKILLS

- Life sciences and medtech strategy
- Commercial launch readiness

- C-suite advisory
- Practice building
- Fixed-fee engagement pricing
- Board-level presentations
- MSA negotiation
- Bench and subcontractor management
- Business development at conferences
- Recruiting and mentorship