Trends
Trend 1: The Gig Economy

“Gone is the era of the lifetime career, let alone the lifelong job...having been replaced by a new economy...of contractors, vendors, and temporary workers.

— SOU, January 20, 2016
Labor Trends

- 1 in 5 jobs held by contract worker
- In a decade, contractors 50 percent of American workforce

I’m not unemployed

I’m a consultant
FIGURE A. INDEXED NUMBER OF TAX FORMS, 1994-2014

Note: The Vertical axis does not begin at zero.
Source: Dourado and Koopman 2015 calculations of IRS data
Global Health

42 percent of jobs are

- Consultants
- Project based workers
- Annual contracts
- Contingency hires
Do you have what it takes to succeed as an independent consultant?

Join this Devex Career Webinar to find out...

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Trend 2: Growth

Health is a growing field everywhere
- Private sector
- Social enterprises
- Consulting firms
- Military
“I'm late to realizing that...it's the private sector, it's commerce that's going to take the majority of people out of extreme poverty.”

Clinton Global Initiative Annual Meeting, September, 2016
For Profits

Consulting firms
  McKinsey Social Initiative
  Deloitte Social Impact Practice
  Accenture Development Partnerships

Pharma
  Johnson & Johnson
  GE Healthcare
  Merck for Mothers
  Wyeth Ayerst
  Sanofi

FMCG
  Proctor & Gamble
  Unilever
And now...a shameless plug
Largest Social Enterprises

- Ashoka Foundation
- Clean Cooking Alliance
- Kiva
- Last Mile Health
- Living Goods
- One Acre Fund
- Water for People
The US Military

- 18 percent cut to NIH
- 31 percent cut in foreign aid: State Dept, USAID, World Bank, UN

- $54 billion increase in military
- Medical research
- Partnership engagement
- Threat reduction
- Armed Forces Health Surveillance Center (AFHSC)
- Army Medical Research Institute of Infectious Diseases
- Biomedical Advanced Research & Development Authority (BARDA)
- Defense Advanced Research Projects Agency (DARPA)
- Defense Medical Readiness Training Institute (DMRTI)
- Global Emerging Infections Surveillance and Response System (GEIS)
- Military HIV Research Program (MHRP)
- Military Infectious Diseases Research Program (MIDRP)
- Military Malaria Research Program (MMRP)
- Walter Reed Army Institute of Research (WRAIR)
Largest Global Health Organizations

- FHI360
- JHPIEGO
- JSI
- MSH
- PACT
- PATH
- PSI
- RTI
Trend 3: Globalization
Tips
Tip 1: Research Inward

- List 3 jobs
- Divide each job into 2 columns
- Write down the positive & negative things about each
- Make a summary list of 3-5 positive & negative qualities
Stop & Share

- Are their patterns that I wasn’t aware of?
- Is there a trend? Are my jobs getting better or worse?
- What will I seek?
- What will I avoid?
Activity: My Greatest Career Accomplishment

- Something you’ve done in your work
- Wouldn’t have happened without you
- Discuss – how, what it illustrates
Tip 2: Research Outward

- Identify your top 5 organizations
- Read annual reports & websites
- Know their history, size, funding sources, niche
Tip 3: Join Associations

- Global Health Council
- Humentum
- Development Aid
- Development Executive Group
- Society for International Development
Tip 4: Network

- Attend conferences, workshops, task forces
- Ask for discounts
- Volunteer strategically
Tip 5: Follow the Money

- Know where money comes from and how to get it
- Know business development, sales & marketing
- Consider MBA certificate or business courses
Tip 6: Create a Great Resume

- LinkedIn profile & resume
- 1-2 Pages
- Here’s why....

https://app.jazz.co/app/jobs//All+Jobs/
Tip 8: Do Informational Interviews

- Start with sincere flattery
- Time limited, task specific
- Request face-to-face meeting
- Seek advice
Tip 9: Create your own Consultancy

• What is one thing you wish you could do right now?
• I can do that
• Would you consider hiring me as consultant to take that on?
How to get a Consulting Gig

- Look on DevEx, LinkedIn, DevAid, Glassdoor
- Contact hiring managers with open jobs
- Ask during informational interviews