

Job Description

Company	Course5 Intelligence
Position Title	Senior Manager – Pharma analytics and insights
Reporting to	Director
Schedule	Full-Time
Work Location	INDIA – Gurugram

OVERVIEW

Course5 Intelligence

We enable organizations to make the most effective strategic and tactical moves relating to their customers, markets, and competition at the rapid pace that the digital business world demands. Founded in 2000, our business areas include Market Intelligence, Big Data Analytics, Digital Transformation, Artificial Intelligence, and Analytics. Rapid advances in Artificial Intelligence and Machine Learning technology have enabled us to create disruptive technologies and accelerators under our Course5 Intelligence suites that combine analytics, digital, and research solutions to provide significant and long-term value to our clients. More information can be found at www.course5i.com

Global Offices

United States | United Kingdom | United Arab of Emirates | India | Singapore

Summary:

The Senior manager is expected to come with strong project, client, people, conflict and change management experience. The manager will be key in ensuring deliverables are in-line with the business needs of the clients. He/she will support the coaching and professional development of team members. He/she will also be required to support business development activities.

Roles and responsibilities:

- Lead multiple typical CI projects by efficiently managing a team of 3-4. Manage projects in the areas of competitor monitoring, conference coverage, market assessment/ situation analysis etc.
- Prepare execution plan with milestones and ensure adherence coupled with a risk mitigation strategy.
- Prepare in-depth analysis of key competitors' strategies, offering insights to support key business decisions for clients.
- Manage and execute conference coverage – Pre-conference planning, in-conference reporting and developing post-conference reports.
- Adhoc projects: Develop appropriate methodology as per business needs and ensure quality delivery in a timely manner.

- Deliver presentations of the findings to clients onsite or through teleconference.
- Build and update process protocols and delivery frameworks to bring-in efficiencies.
- Train and mentor junior team members in multi-dimensional roles in a dynamic fast paced environment.
- Raise flags if there are risks associated with projects or people.
- Responsible for planning of training and onboarding new team members.
- Performance management: Set up team goals, conduct regular evaluations and provide inputs to team members on a periodic basis to manage performance.
- Support in talent acquisition.
- The position may require up to 10-20% travel.

Required knowledge and skills:

- 10+ years of pharmaceutical competitive intelligence experience.
- Very good understanding of pharmaceutical business from commercial and clinical development perspectives, of global pharmaceutical environment and challenges
- Possess expertise in 1-2 therapy areas to work as an SME.
- Highly proficient in using Microsoft suite (Excel, PowerPoint and Word) and build visually appealing business reports.
- Proficient in using pharmaceutical databases (Citeline, Trial trove, Factiva etc.) and the ability to judge their appropriate application to the project/business needs.
- Strong analytical skills to grasp problems (complexity, context etc.), see the big picture, conceptualise out of the box solutions.
- Superior communication skills to ensure that the scope of projects/initiatives and expectations are commonly understood.
- Excellent writing and comprehension ability, impeccable attention to detail and QC abilities
- Good organizational, time management and priority setting skills, and the flexibility to multi-task in a fast-paced environment.
- Ability to interface with cross-functional teams on a sound clinical and commercial base.

Course5 is proud to be an equal opportunity employer. We are committed to equal employment opportunity regardless of race, color, religion, sex, sexual orientation, age, marital status, disability, gender identity, etc. If you have a disability or special need that requires accommodation, please keep us informed about the same at the hiring stages for us to factor necessary accommodations.

