



Position Title: Sr. Manager, Commercial Analytics

Department: Commercial

Reports To: Decision Support

Date:

x *Exempt*

Non-Exempt

Summary of Position:

The Sr. Manager, Commercial Analytics will be responsible for ensuring timely and accurate insight into a wide range of strategic & tactical commercial questions, providing analytical expertise to the commercial organization. The insight generated from these assessments will directly impact critical commercial decisions being made in the pre- and post- launch periods for a new broad-spectrum IV & oral antibiotic as well as future assets.

Position Responsibilities:

- Work directly with brand leadership to understand the market environment and trends, identifying key business issues, and integrating insights into business plans
- Lead reporting / dashboarding efforts to measure product performance vs expectation on key brand efforts
 - Work closely with IT to ensure appropriate data integration and optimize management dashboard capabilities
- Work with external partners to assess promotional response / ROI analyses with the goal of optimizing commercial efforts
- Collaborate with Marketing, Market Access, Technical Operations, and other partners within the organization to support commercial strategic & tactic development and refinement
- Work closely with Sales Analytics & Market Research leads in the triangulation of data to ensure an integrated viewpoint for the feedback loop of information, analyses, & recommendations to commercial and corporate management
- Liaise with Finance, Technical Operations, Medical Affairs, and other cross-functional colleagues to ensure all relevant inputs to analyses
- Work effectively within the established corporate and industry compliance guidelines

Candidate Requirements:

- Bachelor's degree in science or business discipline (e.g. math, statistics, economics); advanced degree preferred
- 5 or more years of pharmaceutical commercial experience, including several years in one or more analytical roles
- Demonstrated problem-solving skills and an ability to translate data into actionable insight for decision-making purposes, as well as the ability to effectively communicate that data/insight
- Proficiency in extracting insights from large data sources (ex, IQVIA/SHA, claims, government databases)
- Strong data visualization knowledge/skills
- Prior work with hospital-based products preferred (but not required)
- History of success working in a cross-functional and cross-geographical team environment

- Ability to work under minimal direction while managing multiple projects simultaneously

Additional Information:

- Travel expectations (%) - <10%
- Technology skills: Excel; statistical software and/or other analytical platform experience a plus