

<b>Position Title</b>	<b>Manager – Pharma analytics and insights</b>
<b>Department</b>	<b>Pharma analytics and insights</b>
<b>Schedule</b>	<b>Full-Time</b>
<b>Location</b>	<b>Bengaluru/Gurugram</b>

## OVERVIEW

### Course5 Intelligence

Course5 Intelligence enables 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. We do this by driving digital transformation through analytics, insights, and Artificial Intelligence (AI). Our clients experience higher top line and bottom line results with improved customer satisfaction and business agility. As we solve today's problems for our clients, we also enable them to reshape their businesses to meet and actualize the future.

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.

Course5 Intelligence creates value for businesses through synthesis of a variety of data and information sources in a 360-degree approach, solution toolkits and frameworks for specific business questions, deep industry and domain expertise, Digital Suite and Research AI to accelerate solutions, application of state-of-the-art AI and next-generation technologies for cognitive automation and enhanced knowledge discovery, and a focus on actionable insight.

More information can be found at [www.course5i.com](http://www.course5i.com)

## POSITION SUMMARY

The 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, SKILLS AND ABILITIES:-**

- 8-11 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, conceptualize 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.