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| Company | Blueocean Market Intelligence |
| Position Title | Manager |
| Qualification | M. Pharm/M. Sc./MBBS/Ph. D/MBA |
| Department | Life Sciences |
| Schedule | Full Time |
| Location | INDIA – Bangalore |
| Reports To | Vice President |

OVERVIEW

Blueocean Market Intelligence is a global analytics and insights provider that helps corporations realize a 360-degree view of their customers through data integration and a multi-disciplinary approach to enable sound, data-driven business decisions.

CROSS-TAB GROUP

Blueocean Market Intelligence is part of the Cross-Tab group of companies that includes more than 1000 professionals serving the world's largest companies from offices in the United States, United Kingdom, Singapore, Dubai and India.

COMPANIES

[Cross-Tab Marketing Services](#) | [Blueocean Market Intelligence](#) | [Borderless Access](#)

The Manager is expected to come with strong project, client, people, conflict and change management experience. The most important role of a manager is to balance the expectations of all the stakeholders associated with the project.

ROLES AND RESPONSIBILITIES

- Lead multiple projects by efficiently managing a team of 6 or more
- Lead projects in the areas of competitor monitoring, conference coverage, market sizing and forecasting, social media analytics, primary market research 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
- Building process protocols and delivery frameworks to build efficiencies
- Train and mentor junior team members in multi-dimensional roles in a dynamic fast paced environment
- Map out the account and guide the client services team towards new opportunity areas within the account
- Deliver presentations of the findings to clients onsite or through teleconference

REQUIRED KNOWLEDGE AND SKILLS

- 6-8 years of pharmaceutical competitive intelligence experience

- Strong analytical skills to grasp problems (complexity, context etc.), and scope the solution and effort estimation
- Superior communication skills to ensure that the scope of projects/initiatives and expectations are commonly understood
- Proficient in leading projects in but not limited to competitor monitoring, conference coverage, market sizing and forecasting, social media analytics, primary market research etc.
- Strong strategic skills including ability to see the big picture, conceptual/out of the box thinking
- Proven senior management client presence and exceptional communication skills are a must
- Other requirements include concise and impactful written and verbal communications; first-hand experience working on and influencing multi-functional teams; and the ability to provide leadership across multiple projects simultaneously
- Ability to balance conflicting priorities
- Work experience in the US/European pharma industry a plus

This position may require up to 30% travel.