

<b>Company</b>	Course5 Intelligence
<b>Position Title</b>	<b>Manager – Life Sciences</b>
<b>Qualification</b>	M. Pharm/M.Sc./MBBS/Ph.D/MBA
<b>Department</b>	Life Sciences
<b>Schedule</b>	Full-Time
<b>Location</b>	INDIA – Bengaluru/Gurugram
<b>Reports To</b>	Vice President

## OVERVIEW

About Course5 Intelligence – [www.course5i.com](http://www.course5i.com)

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.

## POSITION SUMMARY

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.