

<b>Company</b>	Course5 Intelligence
<b>Position Title</b>	<b>Senior 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 overarching objective of the role of a senior manager is going to be able a lead and provide a clear path to client engagements by utilizing multi-disciplinary teams. Most importantly, you will be expected to come with the experience of interacting with senior management client teams and ensuring that the execution is in-line with their expectations.

## ROLES AND RESPONSIBILITIES

- Synthesize information from a wide variety of secondary and primary sources
- Prepare in-depth analysis of key competitors’ strategies, offering insights to support key business decisions for clients
- Provide robust competitive assessments and insights that inform key decision making processes for clients such as strategic brand planning, forecasting, and lifecycle management
- Attend major conferences, leading the analysis and reporting of onsite competitive activities, pursuing answers to established key intelligence topics and questions
- Interface with senior management for execution and strategy development
- Engage with internal and external stakeholders to build effective relationships to create win-win

engagement models

- Ability to train and mentor juniors in multi-dimensional roles in a dynamic fast paced environment
- Provide a clear leadership path to client engagements
- Deliver presentations of the findings to clients onsite or through teleconference

#### **REQUIRED KNOWLEDGE AND SKILLS**

- 7-9 years of relevant competitive intelligence and commercial analytics experience
- Broad experience in the key functional areas of CI, analytics and market research including the ability to understand and identify key business levers
- 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
- Understanding of higher level analytics such as models and forecasting
- Working knowledge of classic industry information/data sources
- Ability to provide guidance to project teams in terms of:
  - Client management
  - Change management
  - Project scope, timelines and effort estimation
- Expert level PowerPoint and Excel skills required to effectively showcase how market research results tell a story
- Demonstrated competencies required in the following areas: collaboration, organization, written and verbal communication, accuracy, and personal initiative
- 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 35% travel.