



SEARCH SOLUTIONS

I-Talent Gagnon & Partners are search and recruitment experts for Executives, Managers and Technical Specialists positions.

We are recruiting on behalf of our client, their future:

Vice President Commercial Analysis and Insights (M/F)

The ideal candidate will thrive on challenge, be highly collaborative and exhibit strategic agility. He/She will manifest trust and clearly project and practice the highest of ethics and integrity.

Mission

Build a world-class analytics and insight organization creating sustainable competitive advantage through our ability to gain unique insights, support decision making and rapid manage performance of our global business.

Role & responsibilities

- Drive development of global insights to support brand strategic development and for in-line, pipeline and BD products. Active collaboration with US and Global Commercial, US and Global Medical Affairs and business development teams to understand top line strategy and brand business goals and identify opportunities to support decision making via traditional and novel research and analytical methodologies. Preparing and managing budgets for market research, forecasting, competitive intelligence and other analytical projects;
- Pre and post launch performance assessment and ongoing insight support for brand leaders, sales, market access and patient services with performance metrics and standard reporting. Identification of cost effective approaches to develop assessments and to provide actionable reports, including dashboard development;
- Develop innovative analytical approaches and techniques that can provide the company with sustainable competitive advantage. Design and build infrastructure to provide the business with leading edge capability to develop unique insights, improve brand strategies and rapidly course correct performance gaps;
- Lead the analytical assessment, deployment and ongoing optimization of the US and global sales forces. Create and analyze different go-to-market strategies and provide recommendations to ensure optimization of sales performance;
- Build and lead a global team that can support the company business. Attract individuals who can deliver against the goal of delivering key insights a competitive advantage.

Requirements

- Bachelor's degree in Science, Economics, Marketing or related field; MBA preferred;
- The successful candidate must possess a minimum of 10 years of experience from within the pharmaceutical/biopharmaceutical industry and minimum of 5 years in analytics/Marketing research. He/she will possess a background that includes responsibility for market research, analytics, Data management and knowledge of/access to portfolio of innovative, first-in-class or best-in-class analysis and insight tools;
- Demonstrated alignment with values and culture;
- Must be able to maximize all market research data and communicate its results and application;
- Must understand the competitive intelligence environment within the current portfolio and pipeline of products from a commercial perspective;
- Must be able to support brand leaders, sales, market access and patient services with forecasting and performance metrics;
- Must be able to synthesize multiple data sources (Sales, Distribution, financial, industry) and provide information on the brand(s) performance;
- Demonstrated experience in the conception, development and execution of marketing analytics projects and tactics;
- Must have strong collaborative skills, the ability to work in a matrix organization;
- Strategic "out of the box" thinker who will challenge the status quo to improve marketing deliverables with actionable market analytics insights;
- Entrepreneurial, decisive, possesses a sense of urgency with the ability and strong desire to "make things happen";
- Excellent organizational and influencing skills;
- Strong customer orientation; a passion for science based brands that can dramatically improve patients' lives;
- Must be a dynamic, creative and innovative professional;
- Travel: up to 35%;
- Position based in the Swiss–German part of Switzerland.

**Please apply on our website: www.i-talent.com
together with your CV and motivation letter. Thank you.**

Only applications via this e-mail will be considered for this recruitment. If you don't receive a reply to your application within 2 weeks, please consider that your file has not been shortlisted.