



Position Title: Sales Analytics Manager

Department: Commercial

Reports To: Head of Decision Support

Date:

x *Exempt* *Non-Exempt*

Summary of Position:

As Sales Analytics Manager, you will be responsible for ensuring timely and accurate completion of quantitative assessments covering a wide range of strategic & tactical commercial/sales questions. The insight generated from these assessments will directly impact critical commercial decisions being made in the pre- and post- launch periods for a new broad-spectrum IV & oral antibiotic.

Position Responsibilities:

- Collaborating with Sales Operations and other members of the Commercial organization, there will be an immediate focus on sales force strategic initiatives, including sizing, hospital segmentation, alignment & targeting
- Drive alignment on data needs for strategic decision making as well as post-launch operations for the sales organization (including integration of data into CRM tools)
- Lead alignment process related to sales force effectiveness measurement and subsequently incentive planning analysis
- Provide perspective into market trends, brand performance, and areas of opportunity or threat, and ensure those perspectives are translated into insight for the Sales organization and Commercial management
- Lead assessment of external vendors with expertise in reporting, dashboarding, & ROI analyses that can become a partner to Paratek; identify opportunities to standardize reports as appropriate; develop and maximize reporting efficiencies within and across the commercial organization, including vendor partners
- Liaise with Market Research, Finance, and Marketing colleagues to ensure optimal analytical support for decision making purposes
- Work closely with IT to ensure appropriate data is collected within CRM platforms; similarly ensure appropriate reporting capabilities
- Work closely with Sales & Market Access leadership (and their sales teams) to ensure continuous feedback loop of information, analyses, & recommendations
- Educate sales managers on the data reporting made available to them (sales training, POA's and other regular updates)
- Work effectively within the established corporate and industry compliance guidelines

Candidate Requirements:

- Bachelor's degree in science or business discipline (e.g. math, statistics, economics); advanced degree preferred
- 5 or more years of pharmaceutical sales / commercial experience, including at least 2 years in a sales analytics or similar role
- Prior work with hospital-based products a plus
- Demonstrated problem-solving skills and an ability to translate data into actionable insight for decision-making purposes, as well as the ability to effectively communicate that data/insight
- Cross-functional knowledge base including but not limited to field sales & sales operations, market research and analytics, market access, and regulatory compliance
- History of success working in a cross-functional and cross-geographical team environment
- Ability to work under minimal direction while managing multiple projects simultaneously

Additional Information:

- Travel expectations (%) - <10%
- Technology skills: Microsoft Office, CRM platforms