



*Position Title: Business Analytics Manager*

*Department: Commercial*

*Reports To (title): Head of Decision Support*

*Location: King of Prussia, PA*

*Date: 11/2/17*

Exempt     Non-Exempt

*Summary of Position:*

As Business Analytics Manager, you will be responsible for ensuring timely and accurate assessments covering a wide range of strategic & tactical commercial 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:*

- Collaborate with Marketing, Market Access, Technical Operations, and other partners within the organization to support commercial strategic & tactic development and refinement
- Work directly with brand leadership to understand the market environment and trends, identifying key business issues, and integrating insights into business plans
- Collaborate with a cross-functional team to identify and assess potential external business development opportunities
- Monitor and update long-term & short-term (production) forecast models, and work closely with Finance and Technical Operations to ensure consistency between the needs of various parts of the organization
- Drive alignment on secondary data needs
- Lead assessment of external vendors with expertise in reporting, dashboarding, & ROI analyses that can become a partner to Paratek; identify opportunities to standardize reports
- Ensure analyses are translated into insights that allow the organization to make optimal strategic decisions
- Work closely with Sales Analytics & Market Research leads in the triangulation of data to ensure an integrated viewpoint for the feedback loop of information, analyses, & recommendations to commercial and corporate management
- Work closely with IT to ensure appropriate data integration and optimize management dashboard capabilities
- Liaise with Finance, Technical Operations, Medical Affairs, and other cross-functional colleagues to ensure all relevant inputs to analyses
- 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 commercial experience, including in an analytical role
- 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
- Knowledge of secondary data sources (including differences, advantages/limitations, etc.)
- Understanding of statistical analysis and/or data mining a plus
- Prior work with hospital-based products a plus
- 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:*

- Technology needs: Microsoft Office
- Travel requirements (%): 10%