

Industry Analytics Manager/Senior Manager

Job ID: 00392631

Job Function

Marketing & Sales Training & Development

Schedule

Full-time

Location

United States-California
South San Francisco

Job type

Regular Employee

Company/Division

Pharmaceutical

Job Level

Manager

Who We Are

At the Roche Group, about 80,000 people across 150 countries are pushing back the frontiers of healthcare. Working together, we've become one of the world's leading research-focused healthcare groups. A member of the Roche Group, Genentech has been at the forefront of the biotechnology industry for more than 30 years, using human genetic information to develop novel medicines for serious and life-threatening diseases. The headquarters for Roche pharmaceutical operations in the United States, Genentech has multiple therapies on the market for cancer and other serious illnesses. Please take this opportunity to learn about Genentech, where we believe that our employees are our most important asset and are dedicated to remaining a great place to work.

The Position

Specific opportunities available in the following areas: Personalize Healthcare & Companion Diagnostics; Commercial Assessments; Health Information and Technology (HIT) & Industry Intelligence; Managed Markets Analytics

Industry Analytics participates actively in Genentech's commercial planning efforts by providing unbiased, objective quantitative data analyses to address critical business issues related to access, reimbursement, and managed care influence. Leveraging strong structured problem solving skills and collaborating with partners in Market Analysis & Strategy (MA&S), Managed Care & Customer Operations (MCCO), Government Affairs (GA), and Commercial brand teams, the Industry Analytics (IA) team translates market phenomena into unbiased, astute, and actionable insights, and creates innovative analytical solutions in support of key business objectives and decisions.

- Provide an objective commercial viewpoint based on in-depth understanding, analysis, and synthesis of qualitative and quantitative primary and secondary information. Assess the market impact of policy, regulatory, and development trends affecting GNE's portfolio, including current or emerging trends.
- Navigate a complex internal set of teams and functional groups addressing the future landscape and impact, and have an appreciation for the nuanced role that Industry Analytics plays in this effort.

- Navigate a high degree of uncertainty while effectively communicating a point of view and best estimate for planning purposes. Comfort with ambiguity and can act without having the total picture; able to effectively pose questions in order to "tease out" information required for decision-making.
- Collaborate with Market Planning, Brand Teams, Government Affairs, Medical Affairs, Regulatory, Legal and Global partners in order to inform and model assumptions, communicate impact, influence risk mitigation strategies, and support company initiatives and messaging on strategy.
- Successfully identify appropriate opportunities to employ secondary and primary market research techniques to accomplish the above. Guide and conduct primary market research as needed to inform key assumptions critical to good decision-making. Have sound knowledge of the strengths and limitations of secondary data.
- Successfully employ structured problem solving and quantitative modeling techniques as required to inform key business questions.

Who You Are

Qualifications:

- Biosimilar and Managed Markets knowledge a plus. An analytical, science background with forecasting experience is desired.
- Strong command of a variety of analytical and market research techniques, sought out as an analytical expert and, more importantly, as a strategic adviser. Grasps key issues quickly, understands the "big picture" and links market insights to larger issues.
- Uses rigorous logic and methods to solve difficult problems with effective solutions. Can see hidden problems; looks beyond the obvious and doesn't stop at the first answers. Uses creativity and ingenuity to develop solutions to complex problems, formulates strategies and approaches, which may fall outside historical norms.
- Excellent communication skills: ability to distill complicated concepts, craft a persuasive story-flow, and communicate with clarity at varying levels of domain knowledge
- Experience in presenting to and influencing executive leadership.
- Strong teamwork and collaboration skills.
- Strong quantitative, excel-based forecasting, and modeling skills.
- Master's degree in business or related field is required, with an undergraduate degree in science or business preferred.
- Four or more years experience in the health care industry, strategic consulting, or managed markets analytics. Experience with policy and reimbursement issues is preferred.

Genentech is an Equal Opportunity Employer.