

## Forecasting Manager/Sr. Manager

Job ID: 00396623

**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**

Experienced

### 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

The Forecasting Manager/Senior Manager will support Brand Teams and Commercial Management decision-making by delivering revenue forecasts on a regular basis throughout the year as well as in response to ad-hoc customer requests. This individual will play an integral role with responsibility for ensuring that all forecasts are based on reliable information and rigorous analyses, including uncertainty analyses, and that short-term and long-term forecasts are aligned. He/she will partner with different functional groups (Marketing, Customer Operations, Finance, Supply Chain, and other groups within Market Analysis & Strategy) to deliver analyses that enable a thorough understanding of brand performance and expectations. He/she will work with multiple Excel-based models as well as other quantitative and qualitative resources to perform scenario analyses. In addition, he/she is expected to present findings to key stakeholders, provide recommendations, and implement approved recommendations.

### Who You Are

Education/Experience

Minimum: BS/BA with emphasis in Finance, Business, or Life Sciences;

4-6 years experience in the biotechnology/pharmaceutical or related industry

Preferred: Graduate degree in business and life sciences (MBA/PhD); consulting or investment banking experience in the biotechnology/pharmaceutical or related industry

#### Requirements

- Proven track record of working collaboratively in a fast-paced, multi-tasking environment
- Ability to influence without direct authority
- Ability to develop and maintain strong partnerships
- Excellent problem solving skills
- Excellent Excel-based modeling skills
- A keen eye for detail
- Desirable: experience in revenue forecasting or uncertainty (e.g. Monte Carlo) analyses, relevant therapeutic area expertise, higher level statistical background, SAP familiarity, secondary data familiarity

\*LI-RS1

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