

## Industry Analytics Manager/Sr. Manager - Managed Markets Analytics

Job ID: 00411046

### Job Function

Sales & Marketing

### 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

Industry Analytics Manager / Sr. Manager – Managed Markets Analytics

### Job Description:

Manager/Sr Manager, Managed Markets Analytics: Collaborate with cross-functional partners in Industry Analytics, Market Analysis & Strategy, the Managed Care Contracting Organization and Brand Marketing teams to consult with and deliver deep insights and actionable strategic and tactical recommendations on access and reimbursement drivers of the business. Frame and structure approach, analyze and synthesize information, and conduct primary market research to gain deeper brand-specific insights to inform recommendations. Support both marketed brands and pipeline molecules.

- Technical Skills: Actively Provide Strategic Support to Relevant Partners [relevant partners – see above description].
- Conducting Analyses & Scope and Structure Key Environmental Driver Business Questions. With some support and guidance from manager, assumes full accountability for asking questions of partner experts to seek deeper understanding of

- real drivers of decision-making and to identify core business questions. With some support from manager, appropriately scope and structure projects, establishing a framework, key deliverables, and milestones in alignment with key stakeholders. Demonstrate ability to break complex problems down into distinct parts, simplify complexity, and manage uncertainty.
- **Deriving Insights.** With some support and guidance from manager provide strategic insights and recommendations to brand by linking learnings across projects. Assess appropriate use of primary and secondary research, leveraging internal expertise and resources as appropriate.
  - **Presenting Results.** Presents objective insights from analyses to relevant partners up to and including CLC.
  - **Level of Expertise.** Is knowledgeable in a variety of structured problem solving frameworks, market research methodologies, and excel forecasting techniques, and can apply them across business questions. Develops relationships and collaborates with relevant cross-functional partners to deliver respective subject matter expertise (see above job description) to teams, acting as point person in MAS&S for respective area.
  - **Collaboration:**
    - **POD Collaboration:** Collaborate with MA&S Partner Groups to deliver a synergistic analysis to provide an integrated perspective. With some guidance of manager, leverages expertise of POD to provide an aligned analytical viewpoint, adhering to team mission, objectives and norms outlined in POD guide
    - **Leads Cross-Functional and Complex Project Teams** With some manager support, customizes the collaborative pod approach to address complex cross-functional business questions. Delivers the Industry Analytics value proposition to partners.
  - **Resource Management and Planning:** Manages contracts and budgets for assigned projects independently. Align with manager and partners on project expectations and delivers on them with manager support. With manager guidance, prioritize and plan workload and identify capacity issues proactively.
  - **Managing Up:** Effectively applies judgment to leverage and inform manager in navigating organization and completing work

## Who You Are

- The ideal candidate will have experience and expertise in policy, coverage, access and reimbursement drivers impacting the biopharmaceutical industry
- Experienced and skilled at framing and guiding strategic problem solving to inform decision-making, leveraging hypothesis generation, structured problem solving, secondary data analyses, primary market research, and other analytic tools and techniques. Has applied these and other approaches to solving ambiguous and complex problems.
- Experience with shaping and/or conducting primary market research with payers, or with MDs and practice managers with a deep focus on access & reimbursement, preferred
- Experienced and adept at acting as a strategic adviser to partners and/or clients. Grasps key issues quickly, understands the "big picture" and links market insights to larger issues. Skilled at partnering within cross-functional teams; has experience leading and influencing without authority.
- Excellent communication skills: ability to distill and simplify complicated concepts, craft a persuasive story, and communicate with clarity regarding varying levels of domain knowledge with partners and senior leaders.

- Experienced and adept at employing Excel to conduct quantitative analyses and using PowerPoint to effectively communicate these analyses and the insights gleaned from them. Uses rigorous logic and critical thinking to guide approach.
- Master's degree in business or related field is preferred, with an undergraduate degree required, preferably in science, policy, economics, business or other related field.
- Four or more years experience in the health care industry, and/or strategic consulting. Experience with policy, coverage, access or reimbursement issues, and/or GNE therapeutic areas is a plus.

Genentech is an Equal Opportunity Employer.