

Sales & Operations Planning (S&OP) Forecast Manager / Sr. Forecast Manager

Job ID: 00413789

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

Sales & Operations Planning (S&OP) Forecast Manager/Sr. Forecast Manager

The Sales & Operations Planning (S&OP) Forecast Manager/Sr. Forecast Manager manages and further enhances the S&OP process for the Commercial organization. This individual plays a key role in ensuring continuous supply of products to patients by collaborating with the Supply Chain organization to ensure supply and demand alignment, and to balance financial, manufacturing capacity, risk, and other considerations. The individual in this role will establish and maintain key partnerships across US Commercial, and Global and North America Supply Chain organizations.

Primary Responsibilities:

- Manage monthly S&OP forecasting process to ensure base case and upside demand forecasts are comprehensive, accurate and representative of the most appropriate demand plan in achieving Genentech business goals
- Prepare executive level presentations including demand analysis and scenarios to facilitate discussions and drive Executive Sales and Operations Committee (eSOP)

decisions

- Develop metrics and collaborate with brand Forecast Managers to improve forecast accuracy
- Consolidate and submit demand forecasts for all SKUs of in-line and pipeline Genentech products to the Supply Chain organization
- Prepare standard portfolio reports to provide insights to sales performance for Commercial senior executives
- Actively participate in various cross-portfolio initiatives including tools and system enhancements to support forecasting processes and reporting

Who You Are

- Excellent process and project management skills
- Demonstrated ability to lead and/or work effectively in a highly-collaborative environment by influencing without authority
- Demonstrated ability to structure and conduct analyses to generate insight and recommendations; has a keen eye for details
- Communication skills geared toward presenting recommendations and analyses to executives
- Excellent problem solving and Excel-based modeling skills
- Proven track record of working effectively in a collaborative, fast-paced, multi-tasking environment
- Experience in demand forecasting, sales reporting, or strategic planning
- Demonstrated ability to manage data systems for business analysis and reporting
- Experience with TM1 and other enterprise tools
- BS degree in related field required. Advanced degree including MBA or Life Sciences preferred
- Minimum of 5 years experience in Healthcare/Biotech/Pharmaceutical industry

Genentech is an Equal Opportunity Employer.