

### Job Title: CONSULTANT - ANALYTICS SERVICES

#### About phamax

phamax is a Swiss headquartered independent healthcare consulting firm specialised in scientific and analytical market access support for healthcare clients. Founded in 2011, phamax's client base already includes global HQs and local affiliates of many leading pharmaceutical and healthcare companies.

With our delivery team based in Bangalore, India, we have a highly skilled and professional group of physicians, sales/marketing professionals, health economists, medical writers, and data modelling experts. All our team members have prior experience in the pharma domain and consulting space.

We provide for our clients short-term and long-term, onshore and offshore support through simple and flexible engagement models. Our commitment is for execution excellence by applying experience, creativity and intelligence to every project we undertake.

#### We stand for:

- **domain expertise:** We are exclusively focused on the healthcare industry and all team members have work experience in the pharma domain (industry and consulting space)
- **people:** The core team at phamax is highly qualified and has worked with 5 of the Top 10 pharmaceutical companies in the world, comprising of highly experienced physicians, sales and marketing experts and data analytics professionals
- **project management:** Our project management principles ensure flawless execution and transparent and continuous cooperation with all stakeholders throughout the project lifecycle

Apart from the developed markets, we have specialized on the issues our clients face in the emerging markets, namely Central Eastern Europe, Middle East/Gulf region, North Africa, Sub-Sahara and Asia-Pacific.

Designation	Consultant/Senior Consultant - Analytics Services
Job Description	<p><b>Reports to: Project Manager/Associate Director</b></p> <p>As a consultant, you will have the opportunity to work with a team that helps the best organizations in the world solve some of their most business problems. Throughout your tenure you will gain broad exposure to a variety of different projects spread across multiple functional areas in the healthcare/pharma domain.</p> <p>The consultant is a full member of the client engagement team. You will work on the client projects with your phamax colleagues and with the client team "owning" your piece of the project.</p> <p>Typically, our engagements usually last 6 to 12 weeks. As a Consultant, you will be assigned to two or three engagements at a time.</p> <ul style="list-style-type: none"> <li>• Manage or work closely with project manager on various types of analytics consulting projects</li> <li>• Work closely together with the project team and clients based out of Europe and US on various consulting projects involving pharmaceutical audit and other secondary data (publicly available) and associated databases</li> <li>• Identify/track, and compile and validate market/competitor information on pharmaceutical, health and life science domains</li> <li>• Developing customized analysis for specific business problems</li> <li>• Develop (or assist PM) methodologies for various types of consulting projects (Market assessment, forecasting, market entry strategy, BD and Licensing)</li> <li>• Support sales team by developing concept notes and proposals</li> </ul>

	<ul style="list-style-type: none"> <li>• Solution oriented: Able to provide solutions to client business problem</li> <li>• Interact with clients and understand the business problem and able to provide appropriate solutions</li> <li>• Required to travel abroad depending on the project needs</li> </ul>
<b>Desired Profile</b>	<p><b>Competency Skills:</b></p> <ul style="list-style-type: none"> <li>• Communication skills: Advanced English skills. Strong written and verbal communication/presentation skills</li> <li>• Ownership qualities : Strong sense of responsibility/ownership of the project and demonstrates dedication and enthusiasm in taking up the project to its completion</li> <li>• Client management: Able to manage clients at project level</li> <li>• Strategic thinking: Able to write concept notes &amp; proposals</li> <li>• Time management: Able to manage own and project team’s time and plan effectively</li> <li>• Mentoring qualities: Guide and mentor team members to ensure consistency and completeness of the project. Develop team members for the next level</li> <li>• Team skills and leadership: A proactive and dynamic team player and demonstrated leadership qualities</li> <li>• Hands on experience of managing projects</li> </ul> <p><b>Technical Skills:</b></p> <ul style="list-style-type: none"> <li>• Therapy area knowledge: Good knowledge of various therapy areas including but not limited to - diabetes, cardio vascular and COPD</li> <li>• Epidemiology: Understand the core elements of epidemiological studies</li> <li>• Writing: Attention to detail in terms of style/consistency, grammar, syntax, scientific accuracy and layout</li> <li>• Secondary research: Ability to use and guide teams in using public domain and collect and represent data in a systematic way</li> <li>• Complete story flow with key insights: Able to think of innovative ways of filling the data gaps and implementation</li> <li>• Statistical knowledge: Sound knowledge of basic statistical techniques, assumptions, applications, interpretations and limitations</li> <li>• Computer skills: Proficiency in using Microsoft Word, power point and excel</li> <li>• Business Acumen: Understanding of various drivers of financial metrics and leverage them in proposal and execution of a project</li> <li>• Excel Skills: Advanced skills in using MS-Excel; Data analysis using functions; understanding of commonly used data sets &amp; business rules.</li> <li>• Data Handling/Data Analytics: Able to develop data analysis methodologies; Provide business insights based on the data analysis</li> </ul>
<b>Experience</b>	4 + Years of Professional work experience in pharmaceutical industry (pharma companies – sales or product management, Pharma KPOs).
<b>Industry Type</b>	Pharma industry/KPO
<b>Education</b>	Graduate: B. Pharmacy Post graduate: MBA or M. Pharma (Marketing)
<b>Location</b>	Bangalore