Job Title: CONSULTANT – BUSINESS RESEARCH & ANALYTICS

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
Job Description	**Reports to: Practice Lead/Senior Director** • 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 • Identify/track, and compile and validate market/competitor information on pharmaceutical, health and life science domains • Developing customized analysis for specific business problems • Develop methodologies for various types of consulting projects (Market assessment, forecasting, Business Intelligence, Competitive Intelligence, Therapy area assessment KOl identification & profiling, dashboarding) • Arrive at customized solutions using analytical and visualization tools • Support Project manager / Lead in developing concept notes and proposals • Interact with clients and understand the business problem and able to provide appropriate solutions • Required to travel abroad depending on the project needs

Desired Profile	**Competency Skills:** • Communication skills: Advanced English skills. Strong written and verbal communication/presentation skills • Ownership qualities : Strong sense of responsibility/ownership of the project and demonstrates dedication and enthusiasm in taking up the project to its completion • Client management: Able to manage clients at project level • Strategic thinking: Able to write concept notes & proposals • Time management: Able to manage own time and plan effectively • Team skills: A proactive and dynamic team player **Technical Skills:** • Therapy area knowledge: Good knowledge of therapy areas for diabetes, COPD, infectious diseases such as hepatitis, HIV and vaccines • Epidemiology: Understand the core elements of epidemiological studies • Writing: Attention to detail in terms of style/consistency, grammar, syntax, scientific accuracy and layout • Secondary research: Ability to use public domain such and collect and represent data in a systematic way • Complete story flow with key insights: Able to think of innovative ways of filling the data gaps and implementation • Statistical knowledge: Sound knowledge of basic statistical techniques, assumptions, applications, interpretations and limitations • Computer skills: Proficiency in the use of Microsoft Word, power point presentations and excel spread sheets • Business Acumen: Understanding of various drivers of those financial metrics and leverage them in proposal and execution of a project • Excel Skills: Advanced skills in using MS-Excel; Data analysis using functions; understanding of commonly used data sets & business rules. • Data Handling/Data Analytics: Able to develop data analysis methodologies; Provide business insights based on the data analysis
Experience	5+ years of Professional work experience in pharmaceutical consulting companies
Industry Type	Medicine/Pharma industry/KPO
Education	Graduate: B. Pharmacy Post graduate: MBA or M. Pharma (Marketing)
Location	Bangalore