

Revolutionizing Healthcare with AI

About phamax

phamax is a specialized research, consulting, and technology firm in healthcare, based out of Zug, Switzerland. We empower healthcare organizations to attain a better user experience with business analytics and technology solutions.

Delivering all aspects of commercial, scientific, and digital analytics services across the world, our business support wing aims to empower customers by focusing on rather important tasks by being their “Wingman”. On the other hand, our technology wing enables users with conversational AI, Ariya, to bring ground-breaking changes to the industry.

Ariya eliminates the need to lean on tools and colleagues for manual searches, handling the mundane data-oriented tasks, freeing up the users to concentrate on important tasks and work efficiently.

We stand for

- **Domain expertise:** All our team members have work experience in the healthcare industry (industry and consulting space), which is our sole area of focus.
- **People:** The core team at phamax consists of highly skilled physicians, experts in sales, marketing, and data analytics, and has worked with five of the top ten pharmaceutical companies in the world
- **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: PROJECT MANAGER- ADVANCED ANALYTICS AND DOMAIN



Job Description

What are you responsible for?

Reports to: Senior Director/ Vice President- Operations

- Drive analytics project engagements and accounts through effective project management
- Responsible to lead and manage project teams consisting of Consultants and Analyst. Manage all aspects of project execution and team management.
- Be a client manager- Understand business requirements of clients, define analytical problems, and propose solutions to assist clients of phamax in optimizing their business plans and sharpening their decision-making.
- Drive and implement portfolio of projects under advanced analytics. Drive team to implement projects in the area of forecasting solutions, pricing & reimbursement analytics, patient centric analytics, portfolio assessments, market assessments, new product launch frameworks, sales force effectiveness and incentive compensation and planning projects.
- You will be ideating and providing appropriate tech solutions for dashboard and automation requirements using analytical and visualization tools know how.
- Additionally responsible for solutioning and delivery of adhoc market research market assessment, therapy area, market access, epidemiology, KOL and business consulting and strategy consulting, operational excellence projects.
- Collaborate with appropriate stakeholders and secure business development opportunities for existing capabilities.
- Support and continuously engage with BD/sales / partner to arrive at augmented level of engagement.



Desired Profile

Desired skills:

- **Competency Skills:**
 - Communication skills: Advanced English skills. Strong written and verbal communication/presentation skills
 - Result oriented approach and problem-solving ability to provide client the best solution.
 - 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:**
 - Statistical knowledge: Sound knowledge of basic statistical techniques, assumptions, applications, interpretations and limitations
 - Consulting know-how: Knowledge of different methodologies for executing projects of various nature.
 - 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 advanced, data analysis using functions; understanding of commonly used data sets & business rules; understanding of VBA/Macros- application .
 - Grasp and knowledge of PowerBI, Tableau, SQL .
 - Data Handling/Data Analytics: Able to develop data analysis methodologies; Provide business insights based on the data analysis



Experience

8+ years of Professional work experience in pharmaceutical consulting companies



Industry Type

Pharma consulting /KPO/ Pharma analytics



Education

Graduate: B. Pharmacy/ B.Tech/ B.E Post graduate: MBA / M. Pharma (Marketing) / MS



Location

Bangalore

Work as a lifestyle



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