

OM 291-15647

Associate Director / Director, Forecasting-Marlborough, MA

The position will be responsible for developing and maintaining the respiratory portfolio forecasts including revenue and unit forecasts, updates and sales tracking. As part of the role, this person will play an integral role in the forecasting process including coordination of forecast related cross functional activities, facilitation of periodic forecast team meetings and working closely with other members of Commercial Analytics Department. This role is a high profile position and the individual should be comfortable interacting with senior management and working in a fast paced environment. Excellent analytics skills are required. High-level critical and strategic thinking is essential for success.

Essential Functions:

- Provide annual forecasts for company's currently marketed products and development portfolio
- Provide updated quarterly forecasts and monitor sales performance
- Actively participate in promotion response and primary research studies involving quantitative assessments (i.e. forecasting studies)
- Handle multiple projects/demands simultaneously in a fast paced environment

Requirements:

- B.A. or B.S. in quantitative disciplines (Statistics, Operations Research, Econometrics). MS (or above) in Business or Quantitative methods preferred
- 3+ years of forecasting experience in pharmaceutical or healthcare environment
- Strong communication and organization skills, team oriented, customer focused and detail oriented
- Proficiency with forecasting applications, statistical methodologies, MS Excel, Power Point and Access
- Working knowledge and experience with SAS is a plus

Commensurate with experience

Refer to Job# 15647- and email MS Word attached resume to Orly Miller, orly@analyticrecruiting.com or register online at www.analyticrecruiting.com choosing Orly Miller as your recruiter contact.