

Department	Business Development / Marketing
Position	Business Analyst
Reports to	AVP – Business Development
Location	Whitefield, Bangalore

Analyse internal and external business environment for global regions through secondary research using open data source/syndicated market reports. Review and analyse current and proposed business operations. Oftentimes, they will review financial statements, KPIs and other key metrics, and then consider options for improvement. Business analysts will assess the overall effectiveness of a business and its departments to devise solutions to problems. You will work with multi-disciplinary teams to support a wide range of data initiatives aiming to generate and present new, useful and actionable insights. You will lead analysis of performance intelligence that drives decision-making and process improvements in the operational execution of our portfolio with a specific focus on clinical trial and regulatory operations processes and quality indicators.

KEY RESPONSIBILITIES:

- Be a domain expert for global markets through active study and tracking of market trends/shifts related to business, healthcare, regulatory, distribution, manufacturing policies, business model shifts etc.
- Undertake various projects related to market study or explorative projects like study/evaluation of new business models etc., from inception to delivery of final report and presentation to management.
- Gather, review and analyze business and industry data, including KPIs, financial reports and other key metrics using data analytical thinking.
- Do deep dive on futuristic topics and present white paper/reports based on strategic prioritization.
- Responsible for regular market and competitor data analysis/tracking from secondary sources/open databases (IQVIA, Comcon, DRG, Global data etc.) for global markets
- Lead and deliver competition benchmarking initiatives on select themes for select markets.
- Study new therapy/product launches across various markets and generate reports at regular frequency.
- Design, implement and maintain reports (tools, performance dashboards and presentations) for stakeholders to receive consistent updates, integrating intelligence based on analytical findings or via liaising with subject matter experts.
- Analyze and present data (internal and external sources) to get a clear understanding of current performance and trends across multiple perspectives including, but not limited to, quality, speed, cost, and productivity.
- Provide recommendations after robust analysis for stakeholder consideration to assist their decision making.

- Adapt metrics to continuously improve value and impact provided to the business. Measure performance against established operational targets in line with Bioplus' vision and goals.
- Drive proactive risk mitigation through data driven enrollment scenarios utilizing internal and external data sources
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- Will be responsible for designing the project scope/ scale, methodology (may need secondary/primary research and evaluation including market visits and stake holder connect/interviews), timelines, market study, development of final report addressing KBQ's insights and recommendations
- Support Corporate BD team in terms of data analytics, addressing KBQ's to arrive at strategic plan with 5-7 years of visibility in terms of Space identification/sizing/selection (where to play, help design/identify SMART moves (how to win) with market facing KPI's for each of the moves along with clear delivery responsibility matrix (Move owners)
- Track for bottle necks/delays/deviations, work with Corporate BD team to arrive at mitigation/catch-up initiatives to minimize possible impact on Strat plan.
- Drive active study and tracking of trends/shifts
- Custom analysis of new markets.
- Study and track changing dynamics of various prevailing business models.
- Proactively anchor strategic discussions and develop even based scenarios.
- Based on approval by management design and implement pilot testing for new business models. Anchor and lead discussion platforms to drive new knowledge capture.

QUALIFICATION REQUIREMENTS

- Pharma/Science Graduate with MBA or relevant degree
- 3-5 yrs Integrated pharma experience in market research and analytics
- Strategic think through of a problem from multiple dimensions and creatively looking at solutions, ability to tell a build story and present it by building compelling business documents.
- Strong data analytics and interpretations skills, Strong communication, presentation & interpersonal skills, Connecting and influencing various stakeholders.
- Experience with the manipulation of large data sets, integration of data across multiple sources and data structuring to facilitate analyses
- Should be a Self-starter and with a strong drive and ability to deliver value.
- Ability to work with multiple functional teams in Bioplus