

## Job Description – Franchise Head

### Overview

The primary role of the Franchise Head is to drive and manage all aspects of a therapy business unit (i.e., franchise) for Spherix Global Insights. The position reports to and works closely with the President and is based in Exton, PA.

### Key Responsibilities

Develop and execute long-term plan and strategy for franchise

- Study trends in therapy area and evolve offerings to meet industry needs
- Manage franchise budget
- Determine areas to target revenue growth
- Develop 3-year and 5-year strategic plans for franchise

Develop and mentor team

- Manage and develop members of franchise
- Drive utilization of performance management program to set objectives, measure performance, provide feedback and coach team
- Identify outstanding contributors and mentor for continued growth
- Work effectively with HR to drive performance

Function as integral member of Spherix Executive Management Team

- Represent management to franchise
- Communicate executive vision to franchise
- Support organization wide initiatives
- Display professional image in interaction with clients and employees
- Participate in weekly management meetings

Drive business development for franchise

- Identify key opportunities
- Work closely with Director Key Accounts and Business Development to coordinate development efforts
- Identify clients at risk of flight
- Work closely with President to continue growth of franchise and organization

Drive report production and client management

- Work intimately and actively with clients and potential clients to assure Spherix's position as a go-to source within therapy market through direct presentations and coordination of supplemental analytics
- Drive execution of publication plan
- Provide final review of reports when needed
- Develop and implement KOL engagement strategy including relationship management and the leveraging of Spherix resources for medical communications.
  - Attend national and international conferences to learn about trends and build relationship with key opinion leaders and clients.
  - Work closely with the therapeutic advisory board and organizations to encourage strong back and forth exchange about key therapeutic area events and Spherix coverage.

### Key Deliverables

- Meet revenue targets
- Drive strategy for the franchise
- Execute annual publication plan

### Education & Experience

- Bachelor's degree required; advanced degree preferred
- Extensive exposure to and proven capabilities in the insights generation process (on either the client or vendor side, ideally both)
- Clear and demonstrable strength in data analysis
  - Comfort using Microsoft Excel, SPSS and PowerPoint
- Proven track record in program/project management
- Strong attention to detail
- Engaging presentation skills
- Proven experience managing a team
- Proven experience managing targeted revenue growth
- A plus but not mandatory:
  - Good working knowledge of and direct experience in the specific therapy area
  - Experience with both US and ex-US markets

### What You Bring

- You are a self-starter who is comfortable working independently and without routine management supervision
- You are passionate about coaching and developing people
- You embrace change and innovation and possess an instinctively entrepreneurial business acumen
- You value integrity

You seek a working environment populated by dynamic professionals with a team-oriented approach to building a best in class insights business

### Other relevant information:

Compensation package includes competitive salary and benefits, commensurate with experience, as well as an annual bonus linked to franchise and company profitability. Some travel commitments to attend medical conferences and client meetings

To apply, please send resume and cover letter explaining why you believe you are a good fit for this role to [careers@spherixglobalinsights.com](mailto:careers@spherixglobalinsights.com).

### About Spherix

Spherix Global Insights is a hyper-focused business intelligence firm that leverages our own independent data and expertise to provide strategic guidance, so biopharma stakeholders make decisions with confidence. We specialize in select immunology, nephrology, and neurology markets. We are independent, unique, and essential.