

Job Description – Insights Director

Overview

The primary roles of the Insights Director are to manage and provide disease area expertise in the end-to-end insights generation process, using our proprietary market research data and to drive client interactions and business development in the therapy area. This position reports to the Franchise Head and is located in Exton, PA.

Key Responsibilities

To add incremental value to the Spherix report production and insights generation process:

- Develop framework for data visualization, typically in PowerPoint format, along with insights analyst
- Check survey links as needed and track changes to ensure survey logic is accurate
- Translate data into insightful reports and key takeaways
- Keep up to date with disease landscape
- Proofread final reports and provide peer reviews
- Provide fresh (methodologically sound) content, insight-generating questions, and revisions for questionnaires
- Provide direction to analysts to ensure accurate data collection and population
- Drive report creation and writing with key findings and executive summaries
- Drive the questionnaire creation process, creating high-quality and valuable research tools

To assist in business development:

- Work with marketing and insights analyst to ensure that the report offerings are properly positioned in external materials
- Work in PipeDrive to help manage the business development process
- Actively identify business development opportunities

To drive client management and presentations:

- Develop customized client presentations containing additional relevant analyses beyond those provided within the syndicated report
- Client servicing including leading client readouts, tracking follow-up requests, and providing ad-hoc follow-up and deliverables and customized presentations

To manage insights team:

- Manage and develop Associate Insights Directors and Insights Analysts, when applicable
- Drive the performance management program to set objectives, assess performance, provide feedback and coach team

Key Deliverables

- Development of content to be included in the on-going publications
- Timely delivery of questionnaires, templates, and high quality/insightful reports
- Active input into the strategy for the franchise, including targeted clients/compounds, management of the advisory boards, working with patient advocacy groups and presentations at key medical conferences
- Customized client reports for read-outs and presentation of data
- Ad-Hoc deliverables based on client questions/requests

Education & Experience

- Bachelor's degree required; advanced degree preferred
- Required working knowledge and experience using Microsoft PowerPoint
- Comfort using Microsoft Excel and SPSS
- Extremely strong attention to detail
- Proven track record of writing skills, highlighting the capacity to explain complex therapeutic and commercial points
- Consistent track record of delivering against objectives
- Clear and demonstrable strength in data analysis and insights generation
- Required experience in a client-facing role, including being a lead in client management, presentation, and servicing
- Proven track record in program/project management
- Management experience
- Good presentation skills
- Good working knowledge of therapy area
- Strong working knowledge of primary market research methods with experience on either the client or vendor side (ideally both, and ideally in a healthcare environment)

What You Bring

- You are a self-starter who is comfortable working independently and without routine management supervision
- Your inherently curious mind will be naturally inclined to the scientific and the analytical
- You enjoy making progress towards your goals and possess an instinctively entrepreneurial business acumen
- You embrace change and innovation, working collaboratively with teammates
- You have strong attention to detail and are flexible working across multiple projects at the same time
- 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.

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.