



[www.spherixglobalinsights.com](http://www.spherixglobalinsights.com)

At Spherix, we are a hyper-focused market intelligence firm that leverages our own independent data and expertise to provide strategic guidance, so that you can make decisions with confidence. We specialize in select dermatology, gastroenterology, nephrology, neurology, and rheumatology markets.

#### **Quick Facts**

- Established in 2015 by industry veterans
- Winner of the Philly 100 in 2019 and 2020, recognized as one of Philadelphia's fastest growing privately-held companies
- Winner of the Soaring 76 in 2019 and 2020, recognized as one of Philadelphia's fastest growing companies
- Just shy of 50 team members with an amazing culture that stresses curiosity, nimbleness, collaboration, passion in our focus areas and FUN! We keep it real here!
- Not only do we offer competitive compensation packages, but here are some other benefits: Summer Fridays (1/2 day Memorial Day – Labor Day), Casual office attire, Closed the last week of the year, Profit sharing, "You Rock" awards, Philanthropy match, great office environment, flexible hours, some work from home opportunities, and more.

Join our Team – here is a brief description of open (and coming soon!) positions:

#### **Franchise Head**

Oversee one of our specialty verticals! P&L responsibility, manage a team, spend tons of time interacting with clients delivering customized insights that are unparalleled in the market. Franchise heads balance their time mentoring and developing their team members, working with clients, establishing and ensuring execution of the publication plan, working with Spherix's KOL advisors, attending key conferences, developing the three-year strategy for the vertical including new product development and brand enhancements.

#### **Insights Director**

Work closely with Franchise Head and other team members to delight clients with our customized deliverables derived from our syndicated services. Time is spent with clients, writing reports (with emphasis on Executive Summaries), reviewing insights development of the associate insights directors, developing fresh content for the quarterly surveys, conducting qualitative interviews, preparing the customized readouts, attending key conferences, and participating in the business development process.

#### **Associate Insights Director**

Works closely with Insights Director and Franchise Head. Responsible for preparing report frame outs, working with data analysts on client ad hoc requests, writing the syndicated reports, updating content in surveys, attending key conferences, conducting qualitative interviews, and collaborating with AIDs in other verticals to ensure consistency across specialties.

## Insights Analyst

Supports the vertical with secondary research, maintains the pipeline report for the specialty, performs link checking surveys for accuracy, creates frame outs for reports, codes open-end responses from surveys and other tasks related to executing the publication plan for the vertical.

## Brand Director

Newly formed positions! Oversee one of the five (soon to be seven!) Spherix Brands (*RealTime Dynamix*, *RealWorld Dynamix*, *Launch Dynamix*, *Market Dynamix*, *Special Topix*) to ensure commercial success. Brand Directors are measured on the brand profitability and revenue metrics established in the budget. They work closely with the Franchise Heads, Business Development, and Marketing to optimize brand penetration. Brand Directors are tasked with conducting market research to understand how clients utilize the service and how it could be improved/enhanced. The Brand Director also develops a solid understanding of the competitive landscape, establishes/monitors standard operating procedures for production, and recommends a pricing structure for the service.

You are a great fit if:

- You have a “yes, and...” attitude, like rolling up your sleeves, could do without work politics, flourish in a fast-paced (but not frenetic) environment, and enjoy collaborating with smart people who have your back.
- You love pharma research and consulting, but you desire a better work/life balance than you have in your consulting gig – make it to tee ball practice, be home for dinner, close your laptop on Friday and don’t open it until Monday morning. Life is short.
- You are in consulting and you would like to become a content expert in a vertical and be able to see how clients actually action on your recommendations instead of moving on to the next project.
- You have client-side and vendor-side experience that you are looking to parlay into awesome insights and/or product innovation.
- You are a *really* great fit if you bring the things listed above and you also have strong ex-US experience in pharma market research that can help the organization expand into new geographies.
- You are also a *really* great fit if you have content expertise in dermatology, rheumatology, gastroenterology, nephrology, or neurology.

Unfortunately, you are not a good fit if you are seeking a full-time remote position – we thrive on our office culture and we want all of our teammates to have the opportunity to engage with and learn from one another. Even though we’ve all mastered Zoom/Teams/Chime/WebEx/EveryOtherPlatform, we are looking forward to being back in September! The office is in Chester County (Exton, PA), about 45 minutes west of Philadelphia and 2 hours from New York and Baltimore. The area is known for excellent schools and if that is not your thing, West Chester is about 15 minutes away and is a lively college town. Quality of life is outstanding!