

<b>Position:</b>	<b>Commercial Analyst</b>
<b>Hours:</b>	<b>37 (09:00 - 17:30 Mon – Thurs 09:00 – 17:00 Fri)</b>
<b>Base Salary:</b>	<b>Up to £60,000</b>
<b>Benefits:</b>	<b>Private Health Insurance * Life Assurance * Contributory Pension Scheme</b>
<b>Location:</b>	<b>Egham, Surrey, UK, (M25, J11/J13, Surrey/Middlesex borders).</b>

## About Us

Essential Pharma is part of a larger group of companies whose aim is to ensure the sustainable supply of low volume, difficult to manufacture but clinically well-established pharmaceutical products to patients who need them. These branded and generic medicines form an essential part of the pharmacopeia and represent many therapeutic areas. We operate in over 20 countries, including in the UK, EU, Asia and New Zealand, supplying a portfolio of over 150 essential therapies across 9 therapeutic areas. Our products are manufactured to the highest regulatory standards at 8 sites in the EU and 2 sites in the USA.

## The Role

As the Commercial Analyst, you will support Commercial to drive growth and profitability through analysis, planning and administration of pricing and reimbursement processes. Key areas are Sales Analysis and Market Access

## Key Duties and Responsibilities

Your main tasks and responsibilities will include:

- Create and update sales tracking tools and dashboard to monitor customer & product pricing, margin and distributor performance by territory, region and market.
- Develop sales forecasting process and tools to support planning cycles and maintain state of 'readiness' for any interim requirements
- Support and tracking of deal models post acquisition from a commercial perspective.
- Internal reporting and analysis of external market intelligence reports (including IQVIA ePAC)
- Tracking and management of matrix pricing and profitability by product and customers
- Product Launch Tracking and administration of products on NHS RX / Databases.
- Monitor CMU tender opportunities and upload submissions
- Develop / maintain Market Access intelligence platform and submissions to relevant HA on yearly basis.
- Ongoing competitive analysis of pricing, org structure and product focus.
- Develop standardised weekly, monthly and quarterly reports
- Reporting of country specific information to HA - VPAS
- Develop ROI process for marketing initiatives

## Your Profile

You will have:

### Qualifications

- Qualified Accountant or strong demonstrable experience in Financial Analysis.
- Knowledge of Power BI is preferable

### Experience

- Strong Financial Analysis
- Track record of Business and Customer Analysis
- Sales and/or marketing analysis-based experience within a commercial environment is an advantage
- Previous pharma experience preferred – Dealing with HA / Market Access
- Experience in data manipulation from market intelligence (IQVIA, ePAC) is preferable
- Demonstrable experience is required of the NHS procurement and Tender process
- Demonstrable experience in forecasting / demand planning / Commercial business planning
- Demonstrable experience in Compliance / wholesaler inventory / margin controls

### Competencies

- Strong agile thinker who can adapt to situations of high-speed change
- Good attention to detail
- Strong written and verbal communication skills
- Proven high standard of organisational skills, including Time/Project management skills
- Self-starter and results orientated and accountable for actions
- Demonstrable aptitude in assimilating and utilising financial & customer data.
- Expertise in Excel, Access and of bespoke software packages, such as Power BI
- VPAS management
- Ability to share / explain data in an engaging format to business
- Strong Agile thinker who can adapt to situations of high-speed change
- Candidate must demonstrate a Growth mindset and willingness to learn
- must demonstrate integrity and high ethical standards
- previous demonstration of working effectively as part of team with strong collaboration
- demonstrates a willingness to achieve goals together and respect the view of others

## To apply

Please send your CV to [careers@essentialpharmagroup.com](mailto:careers@essentialpharmagroup.com) along with your current salary and salary expectations.