

STRAUBE ASSOCIATES

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Executive Director, Commercial Data Management

Straube Associates, a national search/consulting firm, has been retained to recruit an *Executive Director, Commercial Data Management* for our client, a growing and successful \$1.2B pharmaceutical company with headquarters located west of Boston. The position reports to the VP, Commercial Analytics and Decision Support.

Responsibilities:

As a senior member of the Commercial Analytics leadership team, the *Executive Director, Commercial Data Management* will be responsible for designing, developing, identifying, maintaining and administering the external and internal information resources for commercial analytics, including the integrated reporting and analysis function. Partners with the Information Technology group to establish a corporate data warehouse and the associated business rules and system processes to provide internal departments with accurate and secure information, in order to provide the Company a competitive advantage. Develops long-term strategies for continual improvement of the data, through the identification and validation of new data sources, and the development of new processes and systems for data standardization and management.

Specific responsibilities include:

- Creates and maintains a stable, accurate, commercial analytics environment, by partnering with internal customers.
- Provides business leadership to define a logical (scalable) data warehouse architecture and related information systems for data loading, management, and reporting.
- Leads and directs the development of short and long-range commercial business information sources and management plans.
- Furnishes professional advice to VP's, Directors, and Managers on information sourcing and management; makes presentations to boards, committees, task forces, and other groups as needed.
- Insures that assigned areas of responsibility are performed within budget; performs cost control activities; monitors revenue expenditures in assigned area to assure sound fiscal control.
- Determines work procedures, prepares work schedules, and promotes workflow; studies and standardizes internal process development procedures to improve efficiency and effectiveness of operations.
- Assigns duties and checks work for exactness, neatness, and conformance to policies and procedures.
- Conducts a variety of studies, reports and compiles related information for decision-making purposes as relates to commercial information solutions and service.

- Coordinates the interfacing of information and systems across commercial and other business areas to facilitate and improve the management decision-making process within the Company.
- Exercises independent judgment, discretion and analysis in coordinating and approving the development and design of information solutions for business to meet expanding or changing business requirements.
- Maintains awareness of state-of-the-art sources, tools, management techniques, compliance requirements, problem solving techniques and computing solutions, especially in the areas of Commercial Data Analytics, Data Warehousing and Business Intelligence.
- Serves as coordinator for business unit or division on IT governance committee; helps to prioritize IT requests and services for commercial analytics.
- Recognizes and identifies potential areas where existing policies and procedures require change, or where new ones need to be developed.
- Keeps up contacts within the business organization, and with IT systems and programming personnel; within the enterprise, maintains contact with internal customers using commercial analytics services; maintains contact with external suppliers and vendors to evaluate and assess state-of-the-art information sources, tools, techniques and methodologies.
- Participates in cross-functional project teams and resources special business development projects as directed.
- Hires and Supervises commercial analytics data management support staff, both business and technical to meet service needs; assists in hiring of other business support staff, as requested; hires and supervises temporary and/or contract personnel as needed.
- Serves as a member of various employee committees; coordinates activities with other departments and work groups as needed.

Education:

Bachelors degree in Computer Science, Engineering or similar technical degree. MBA preferred.

Experience:

- 8+ years of Sales and Analysis preferably in the pharmaceutical industry.
- 5+ years of experience with Data Warehousing, and Computer Analytics systems; direct experience with Oracle, Microstrategy and Hyperion products preferred.
- Extensive knowledge of Excel, Access, and MS Project, Power Point, sales force automation systems, territory alignments, resource allocation, incentive compensation, and contact management, call reporting, sample accountability, contracting, and comprehensive business reporting.

The client offers an excellent compensation and benefits plan including bonus and stock options. A comprehensive relocation package is available.

Email resume with salary history to:

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