



JOB TITLE:	Speciality portfolio and pricing manager
REPORTS TO:	Head of Business Excellence
BUSINESS AREA:	Commercial – Supply-chain / Hospital / Finance
DATE AMENDED:	February 2020

JOB PURPOSE

Job Details:

Location: Guildford

Hours: Full time

Benefits: 10% company pension contributions, private medical and dental insurance

Contract: 12 month fixed term contract

Zentiva Pharma UK Ltd is a leading manufacturer of generic pharmaceutical products throughout the UK and Europe. With more than 2,500 people across Europe and 2 production sites in Prague and Bucharest we strive to be the champions of Generics and Over The Counter (OTC) medicines to better support people's daily healthcare needs.

We are looking for someone to join our team who is quick to learn, has a genuine interest in pharmaceuticals, high attention to detail and is incredibly analytical.

Main duties will include:

- Ownership of data analytics associated to hospital and CCG performance, data mining and data reporting
- Responsible for the management of hospital tenders, across the complete value chain (i.e. from uploading data right through to validation / rebate payment)
- Responsible for the monthly reporting and business insights, associated to the hospital and CCG departments.

KEY RESULTS/ACCOUNTABILITIES

Ownership of data analytics associated to hospital and CCG performance, data mining and data reporting

- Analyse prescribing and sell-out data to drive insights and make recommendations to the business, supply-chain function and to the pricing strategy
- Measure and analyse off contract / on contract hospital sales growth, predicting trends and proposing
- Track and report on launch success, within the hospital and CCG, propose corrective plans, where necessary

Responsible for the management of hospital tenders, across the complete value chain

- Reconcile all incoming tender validation data from wholesalers and ensure rebates are processed in a timely fashion
- Align with stakeholders on pricing for the submission of hospital tenders and submit
- Prepare award analysis, cascade to internal stakeholders and use insight and learns to inform future tender submissions
- Manage the interface with CMU and other hospital tender providers; track successes and manage the administration of those tenders, through the ZCMS portal

KEY RESULTS/ACCOUNTABILITIES

Responsible for the monthly reporting and business insights, associated to the hospital and CCG departments.

- Generate monthly reporting suite, to present to senior management
- Prepare and lead the monthly Specialty sales meeting, follow ups and actions; Use the insight from these meetings to influence pricing strategy
- Provide visibility to the wider team on quantitative performance versus budget, variances and opportunities – supported by qualitative rationale

KEY WORKING RELATIONSHIPS

INTERNAL

Regular, close contact with:

- Supply Chain, Finance, Key Account Management, Commercial, Marketing, Regulatory & Quality,

EXTERNAL

Primary point of contact for:

- CCG contacts
- CMUs
- NHS (various across the UK)
- Customers

SKILLS, EXPERIENCE & KNOWLEDGE REQUIREMENTS

- Excellent data and business analytic skills
- Power BI experience desired
Highly Excel literate and excellent computer literacy
Good oral and written communication skills
Excellent project management skills