Business Development Analyst

Job Description

Reporting to the Vice President, Business Development and Scientific Affairs, the Business Development Analyst's responsibility is to assist the company's business development activities by assuming responsibilities in three main areas: (1) scientific and market research, (2) financial evaluation and opportunity analysis, and (3) related project management. This role supports the selection of the company's product pipeline, a critical element for the company's growth strategy.

The ideal candidate is results- and detail-oriented. The candidate must demonstrate an ability to synthesize a variety of data inputs into a cohesive business plan, presentation or financial model. A high degree of computer literacy, as well as organizational skills, are expected, as is the ability to manage multiple changing priorities in an adaptive, dynamic work environment.

This position is based in Montreal, Canada.

Key Responsibilities

- Assist with the assessment of new business opportunities, including: review of scientific data/literature; review of current market dynamics and future trends; and qualitative and quantitative market research.
- Complete reviews of different therapeutic areas with the goal to provide actionable recommendations on possible new business opportunities.
- Build financial models for product and corporate acquisition valuations.
- Build business cases and presentations for product opportunities.
- Participate in deal due diligence and act as an interface for new and existing partners.

Skills & Requirements

- University degree in a scientific and/or business discipline. Ideal candidate would have an advanced degree such as an MBA and a combination of both science and business education.
- Analytical and research skills with high-level attention to detail.
- Ability to problem-solve and accurately identify important data required for robust product analysis.
- Ability to work through large amounts of information to determine the need to know vs. the nice to know information.
- Excellent time management skills as well as the ability to prioritize among multiple projects
- Strong communication skills, both written and oral.
- High level experience of Microsoft Office Suite especially Excel and PowerPoint.
- Creative problem solving.
- Ability to work both independently and in a dynamic team environment.
- Strong interpersonal skills.

Assets

- Understanding of the biotech/pharmaceutical industry.
- Experience with market research and data analysis.
- Knowledge of IMS data.
- Financial modeling experience.