



Xelay Acumen Group, Inc.  
Financial and Investment Analyst, Corporate and Financial Operations

## **Company Description**

Xelay Acumen Group, Inc., is a leading strategy, management, and financial analysis firm serving primarily biotechnology, pharmaceutical, and health care provider clients. By conducting financial and investment analysis for the clients, Xelay Acumen Group delivers distinctive business results to our clients

Xelay Acumen Group provides financial and investment analysis services for clients by bringing an unparalleled combination of skill sets: strategic problem solving, rigorous clinical and statistical analyses, sound mathematical methodologies, complex financial models and assumptions, and informative data visualization communications. Xelay expects to continue delivering extraordinary analyses and results for our healthcare and pharmaceutical clients.

## **Position Description**

Xelay Acumen Analysts are a diverse group of highly qualified people with a wide range of backgrounds, from hard science to business. Offering challenging responsibilities, broad business exposure and unrivaled career prospects, Xelay Acumen's Analyst are provided an unparalleled opportunity to apply knowledge, business intuition, and analytical rigor to real-world challenges, building invaluable skills and experience along the way. It's a great way to set yourself up for future success—at Xelay Acumen and beyond. Candidates with all experience levels are encouraged to apply.

The Financial and Investment Analyst role is a full-time position to support strategic analyses of clinical, medical, and market data within the biotechnology, pharmaceutical, and health care provider industry, and collaborate with client and Xelay team members to accomplish project engagement goals and objectives.

Analysts at Xelay Acumen tackle the most advanced and difficult problems our clients face that drive the bottom-line financial returns and create tremendous value, including

- Conducting clinical trial data analytics and design
- Supporting medical publications with novel analyses
- Understanding and shaping new markets
- Helping frame new business and medical treatment models
- Assessing specific competitors' performance
- Performing due diligence

Analysts are our frontline in developing powerful insights and driving results for our clients. We invest heavily in our Analysts, and believe in the apprenticeship model of management consulting.

Office Phone: (707) 778-7001 | Email: [info@xelayacumen.com](mailto:info@xelayacumen.com)  
Address: 400 South El Camino Real Ste 1200, San Mateo, CA 94402  
| [www.xelayacumen.com](http://www.xelayacumen.com)



At Xelay Acumen, you will quickly acquire the core capabilities of a successful, trustworthy analyst through the following responsibilities:

- Analyze financial or operational performance of companies facing financial difficulties to identify or recommend remedies
- Create client presentations of plan details
- Employ financial models to develop solutions to financial problems or to assess the financial or capital impact of transactions
- Evaluate capital needs of clients and assess market conditions to inform structuring of financial packages
- Inform investment decisions by analyzing financial information to forecast business, industry, or economic conditions
- Interpret data on price, yield, stability, future investment-risk trends, economic influences, and other factors affecting investment programs
- Prepare plans of action for investment, using financial analyses
- Assess investments for clients/senior management by conducting financial analyses
- Collaborate on projects with other professionals, such as lawyers, accountants, or public relations experts
- Visualize financial data with charts and graphs, using computer spreadsheets, to illustrate technical reports
- Recommend investments and investment timing to companies, investment firm staff
- Present oral or written reports on general economic trends, individual corporations, and entire industries
- Advise clients on aspects of capitalization, such as amounts, sources, or timing
- Collaborate with senior management to attract new corporate clients
- Develop and maintain client relationships
- Supervise, train, or mentor junior team members
- Purchase investments in accordance with company policy

### **Desired Skills & Experience**

#### **Required:**

- For Analysts: Bachelor's degree in Mathematics, Finance, Economics, or related analytical fields
- Strong analytical and problem-solving skills and the ability to conduct complex data analysis using analytical databases/tools like Microsoft Excel (eg, pivot tables, LOOKUP, SUMIF, COUNTIF functions, etc). Demonstrated ability to manipulate data, understand complexities, and generate reports/presentations
- Demonstrated drive for quality, a strong commitment to and affinity for delivering the highest level of data services and analyses
- Excellent communication skills, both written and verbal. Deep/expert experience with Powerpoint presentations
- Flexible & creative, with a collaborative work style. Ability to establish / maintain effective working relationships. High-energy, self-motivated, and organized.

Office Phone: (707) 778-7001 | Email: [info@xelayacumen.com](mailto:info@xelayacumen.com)  
Address: 400 South El Camino Real Ste 1200, San Mateo, CA 94402  
| [www.xelayacumen.com](http://www.xelayacumen.com)



- Strong project management skills
- Ability to relocate to the SF-Bay area
- Must be able to work in person within an office setting (not remote)
- Values development feedback to learn new skills and learns new skills quickly; receives feedback well and is thankful and grateful for the other person's investment

**Desirable, but not required:**

- Consulting firm, market research firm, or financial analysis work strongly preferred
- Experience with large amounts of data (big data) and data warehouses preferred
- Experience with conducting web surveys
- Project management, market research, questionnaire design, and website development experiences are a plus
- Basic statistical skills, including sample size, confidence intervals, linear correlation, regression analysis etc. Understanding of SAS, SPSS or other statistical analysis package
- Ability to interpret data and express implications of analysis

Interested parties should apply via

<https://www.surveymonkey.com/r/XelayAcumenJobs>

For more information, visit: [www.xelayacumen.com](http://www.xelayacumen.com) or find us on LinkedIn and Facebook.