



Job Title: Pharmaceutical and Medical Information (PMI) Associate (Full-Time), Consulting

About Xelay Acumen

Xelay Acumen, Inc was founded in 2012 and is the premier strategy and management consulting firm serving biotechnology, pharmaceutical, and health care provider clients. Our engagements focus exclusively on high value-add for our clients' most critically important issues and challenges.

At Xelay Acumen, Inc., our people are excited to help clients address their most pressing issues and challenges. We leverage the flexibility and expertise of our diverse network and organization and bring to bear an unparalleled combination of skill sets: strategic problem solving, rigorous analyses and methodologies, and clear and concise communications to bring about uniquely extraordinary results.

Responsibilities

The Pharmaceutical and Medical Information (PMI) Associate is a key medical resource in Xelay Acumen. This role maintains an expert level of current pharmaceutical knowledge for relevant medications and disease states. Through the creation, development, and communication of accurate pharmaceutical and medical information, the PMI Associate/Sr. Associate/Manager will support physicians and other health care providers on the clinically safe use of pharmaceutical drug medications. Other responsibilities include:

- **Problem Solving:** Conduct structured problem solving to address critical business issues
- **Analytics:** Perform complex data analyses in support of ongoing and ad-hoc projects
- **Communication:** Create, refine, and present recommendations to senior management

Desired Qualifications

- Degree & Certificate
 - PharmD from an accredited US Pharmacy doctoral degree program within the last 3 years
 - Membership with professional society of American Society of Health-System Pharmacists (ASHP) or American Society of Health-System (APhA), with requirement for PharmD degree
- Previous Experience & Course Knowledge:
 - Experience with Medical Information in the pharmaceutical industry
 - Proven ability to perform in-depth pharmaceutical literature research, analysis and interpretation of drug evaluation and use data for timing, distribution, safety, and efficacy

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- Knowledge of the pharmaceutical and regulatory guidelines affecting the dissemination of pharmaceutical drug medical information and drug product promotionSkills:
 - Personal leadership, accountability, strong interpersonal and organizational skills, and the ability to work in a cross-functional team environment
 - Proficiency in Microsoft PowerPoint and Excel strongly preferred
 - Proficiency in the use of literature searching databases
 - Excellent verbal and written communication skills (including presentation skills)
- Interests:
 - Strong desire and openness to learning and trying unconventional approaches
 - Ability to relocate to the SF-Bay area

Detailed Job Description

OUR PEOPLE

Xelay Acumen Associates are a diverse group of highly qualified people with a wide range of backgrounds, from life sciences to business to medicine. Offering challenging and management responsibilities, broad business exposure and unrivaled career prospects, Xelay Acumen's Associate role provides an unparalleled opportunity to apply knowledge, business intuition, and analytical rigor to real-world challenges, building invaluable skills and experience along the way. PMI Associate candidates are PharmD students, professionals with consulting experience, and current Xelay Acumen Senior Analysts. It's a great way to set yourself up for future success—at Xelay Acumen and beyond. They are the heart and soul of our organization. They leverage their extensive backgrounds and expertise coupled with the Xelay Acumen training in leadership, consulting, and management to develop powerful insights and drive results for our clients. We invest heavily in our PMI Associates, and believe in the apprenticeship model of management consulting. PMI Associates at Xelay Acumen tackle the most advanced and difficult problems our clients face, including understanding and shaping new markets, helping frame new business and medical treatment models, assessing specific competitors' performance, performing due diligence, and driving it all to bottom-line financial returns and value creation. Responsibilities may include

Problem Solving

- Structure problem solving to address critical business issues
- Manage individual and team member work streams
- Develop programs, methodologies, and files for analyzing and presenting data

Analytics

- Perform in-depth pharmaceutical drug research, analysis and interpretation of pharmaceutical drug pharmacokinetics, pharmacodynamicsReceive, process, peer review and contribute to the investigation of pharmaceutical drug product quality, safety,

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efficacy, and dosage inquiries from client Perform complex data analyses in support of ongoing and ad-hoc projects

- Research new data sources and analytical tools; contribute to new product development and improvement in product delivery and presentation
- Use and support database applications and analytical tools: evaluate data quality, applications, and functions, produce output, maintain data assets

Communication

- Develop pharmaceutical medical content (slides, presentations, graphics, volume of distributions, blood concentrations over time, etc.) to assist Medical Affairs in expert scientific exchange initiatives regarding pharmaceutical properties and expected efficacy and safety with physicians and other providers
- Educate internal team members on pharmaceutical mechanism of action paradigm changes and developments, competitive intelligence and medical literature on pharmaceutically similar drug candidates and products, and key opinion leader views and opinions as it pertains to the drug products of interest for the client work
- Be responsible for extensive pharmaceutical medical writing, editing, source document review, and data extraction/verification
- Assist in preparation of drug safety related sections and associated documentation for pharmaceutical documents
- Create, refine, and present recommendations to senior management
- Interpret and organize data results into executive summaries and professional consulting presentations

Other Desired Skills & Experience:

Analytics

- 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
- Experience with large amounts of data (big data) and data warehouses
- Basic statistical skills, including sample size, confidence intervals, linear correlation, regression analysis etc. Understanding of SAS, SPSS or other statistical analysis package
- Project management, market research, questionnaire design, and website development experiences are a plus
- Demonstrated drive for quality, a strong commitment to and affinity for delivering the highest level of data services and analyses
- Experience creating and managing a website

Consulting

- Excellent communication skills, both written and verbal. Deep/expert experience with Powerpoint presentations

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- Flexible & creative, with a collaborative work style. Ability to establish / maintain effective working relationships. High-energy, self-motivated, and organized
- Consulting firm, market research firm, or financial analysis work strongly preferred
- Experience with conducting web surveys
- Strong project management skills desired, but not required

Time requirements: Full-Time

Interested parties should apply via <https://www.surveymonkey.com/r/XelayAcumenJobs>

For more information, visit: www.xelayacumen.com or find us on LinkedIn and Facebook.