

Job Description

Novadoz Associate Director (New Products Launch & Business Analytics)

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This role will report to the CEO – Novadoz Pharmaceuticals and will be responsible for the following activities (list below is indicative - not exhaustive):

1. Coordinate all new product launch activities including:
 - a. Collating market intel from sales team in standardized templates and analyzing the information to facilitate effective launch strategy discussions
 - b. Maintain database of both existing and new products market prices by customer
 - c. Periodic competition analysis from various data sources (IQVIA, et al) to assess Novadoz trends versus key competition
 - d. Develop macros to identify new product ideas based on specified criteria
2. Assist with budget formulation and related analytics
 - a. Work with sales team to derive product wise intel and assess sales potential for each new product to be launched in the new budget year
 - b. Assess the annual business potential and prorate the product sales based on the launch date and appropriate analytics
3. Develop the monthly business review deck for review with India management to present an overview of financials, cash flow, product level analytics, supply chain and inventory analytics
4. New product opportunity assessment including identifying new products and developing business case for India management review