



Position: Associate Director, Forecasting & Market Research

Reports to: Director, Business Insights

Location: Brisbane, CA

Summary

The Associate Director, Forecasting & Market Research will be primarily responsible for development, analysis and effective communication of forecasts; and for designing key market research studies, managing and leading these engagements, and translating outputs into actionable insights. These insights will be leveraged to inform the company regarding planning and overall outlook, and to shape decision-making for the development and future commercialization of AR101 (the lead product at Aimmune) and other therapies in the pipeline. Serving as an internal consultant to cross-functional team members, this person will partner closely with the brand team and other partners to develop new business strategies, tactics and plans that communicate the impact of competitive and environmental insights on AR101 strategies and plans. Effective communication to senior leadership is an ongoing aspect of this role. In this startup environment, this individual will be expected to dive into cross-functional efforts and opportunities as they arise. As such, the individual in this role is expected to cultivate meaningful internal and external partnerships and to identify and analyze critical unmet needs of the company. Furthermore, this individual should be highly motivated and flexible when it comes to opportunities outside of this initial job description (e.g., secondary analytics, etc.).

Specific Responsibilities:

- Proactively identify and assess high business impact events in order to gain more insights about market and brand situation within different channels, to develop a sound forecast and recommendations for a more successful launch
- Participate in development and implementation of the AR101 primary research plan
- Identify and frame key business issues needing further research and align relevant team members (including ex-US market research team members) on the objectives, research approaches, and recommendations
- Identify appropriate external partners while considering resources, timing, and overall project goals
- Be accountable for conducting research & intelligence activities in a compliant manner
- Integrate primary research and forecast with other analytical insights (e.g., custom secondary research) developed by team members within the Global Business Insights and Commercial Operations (GBICO) team
- Create and implement comprehensive communication plans to optimize the organizational impact of the forecast and of competitive and environmental insights on AR101 strategies and plans

- Ensure key multi-stakeholder insights and recommendations are quickly and appropriately shared with cross-functional partners, including ex-US affiliates
- Apply basic consulting skills, including consultative listening, problem definition, hypothesis generation, data analysis, translation to value, and oral and written presentation for impact
- Demonstrate leadership courage vis-à-vis setting boundaries and ensuring time is spent on the most critical/ high value projects
- Stay abreast of emerging healthcare and pharmaceutical industry trends and assess their potential impact on our strategies
- Act with speed, agility, and accountability, while adapting to evolving business needs
- Cultivate meaningful internal and external partnerships, adding value and insights for the organization; being insight-driven to uncover important unmet needs

Qualifications / Requirements:

- BA or BS with concentration in Life Sciences, Marketing, or Business
- 8+ years of experience in forecasting, market research, strategic analysis and planning
- Forecast model development and comfort running scenarios is a must
 - Experience with Monte Carlo simulations and other forecasting exercises is strongly desired
- Literacy with secondary data analysis is a must; experience conducting secondary analysis is desirable
- Hands on, in-depth understanding of qualitative and quantitative research methods
- Excellent analytical skills and the ability to translate inputs into actionable recommendations for business growth
- Experience managing vendors and consultants
- Ability to adapt plans and strategies, and integrate these adaptations into the forecast model, as new market findings arise
- Demonstrated attention to detail and excellence in project management, including effectively managing multiple projects/priorities
- Excellent persuasive and tactful communications skills, both written and verbal, and interdependent partnering skills
- Strong cultural fit with the values of Aimmune
- Proficiency in MS Word, Excel, and Powerpoint
- The following experiences would be a plus:
 - Masters (Business, Life Sciences, Public Health)
 - Knowledge and experience in allergy / immunology markets, with proven ability to gain quickly an in-depth understanding of disease states
 - Experience leveraging analytics to support launch planning
 - Experience designing and fielding ex-US research

Preferred Experience, Special Skills, Knowledge:

- Bullet points of additional skills and characteristics required for this position

About Aimmune Therapeutics, Inc.

Aimmune Therapeutics is a clinical-stage biopharmaceutical company founded to address the unmet medical need in food allergy, which currently has no approved treatments. Our mission is to improve the lives of people with food allergies, based on our proprietary desensitization treatments in development. Aimmune's lead investigational drug for peanut allergy, AR101, is in Phase 3 clinical testing in North America and Europe. Headquartered in the heart of San Francisco's biotechnology hub, Brisbane, California, Aimmune has additional offices in the Kings Cross area of London, and in Raleigh, North Carolina.

Qualified candidates should forward a resume and cover letter, including a statement of interest, availability, and experience to Human Resources (careers@aimmune.com) with the job title in the subject line.

Aimmune Therapeutics is an Equal Opportunity Employer.

Principals only; no recruiters please.