

Janssen Global Services, a part of the Johnson & Johnson family of companies, is currently recruiting for an Associate Director, Global Competitive Insights & Analytics, CVMR (Cardiovascular, Metabolism, Retinal) within the Global Commercial Strategy Organization (GCSO) to be located in Raritan, NJ.

At the Janssen Pharmaceutical Companies of Johnson & Johnson, we are working to create a world without disease. Transforming lives by finding new and better ways to prevent, intercept, treat and cure disease inspires us. We bring together the best minds and pursue the most promising science. We are Janssen. We collaborate with the world for the health of everyone in it. Learn more at [www.janssen.com](http://www.janssen.com) and follow us @JanssenGlobal. Janssen Global Services, LLC is part of the Janssen Pharmaceutical Companies.

The Associate Director, Global Competitive Insights & Analytics helps shape global commercial development strategies for pipeline products through in-depth understanding of competitors' strategies and tactics for clinical development and commercialization. This role is responsible to support the Retinal Disease Area Stronghold (DAS) as the primary focus and support the Cardiovascular Disease Area Stronghold and the Metabolism Disease Area Stronghold as capacity allows. This role is responsible to support the competitive intelligence needs of the existing pipeline products as well as business development assessments.

#### Responsibilities:

- Help shape the strategy of the Disease Area Stronghold and the strategy of pipeline products through competitive insights
  - Monitor the competitive landscape and track the development progress of competitors, ex. trial design, timeline, recruiting status, data readout
  - Gain insights in the go to market model and commercial strategy of competitors
  - Interpret the competitive information to derive implications and form recommendations. Align cross key stakeholders and communicate timely across the organization
  - Lead competitive scenario planning
- Provide competitive intelligence support to business development assessment
  - Help identify BD opportunities and conduct due diligence
  - Help the team understand the competitive landscape of the targeted disease area, ex. the pipeline products and their potential
  - Inform TPP and Forecast with in-depth understanding of the competitive landscape
- Lead regular competitive landscape reviews to ensure the organization has a strong understanding and perspective of the emerging science in prioritized disease areas.
- Lead competitive intelligence gathering, interpretation, and communication during key scientific congresses
  - Develop coordinated plan (playbooks) with comprehensive summary of key abstracts/posters/presentations and intelligence objectives
  - Lead team debriefs in coordination with cross functional/cross region partners
  - Timely communications across the organization
- Collaborate with regional teams to share learnings and maintain alignment of understanding
- Manage external vendors for primary and secondary CI projects
- Develop competitive intelligence capacity and capabilities for CVMR
  - Establish/improve CI processes and adopt/implement best practices
  - Expand CI capacity leveraging internal and external resources

## Qualifications

- A bachelor's degree is required. An advanced degree is preferred. A degree in a scientific field is preferred.
- Minimum of 5 years of experience with at least 3 years in competitive intelligence or business analytics in the pharmaceutical industry is required
- Working knowledge of key secondary data sources to gather intelligence
- Proved ability to gather data, analyze data for insights, and form recommendations
- Strong communication skills and storytelling capability
- Experience in retinal, cardiovascular, or metabolic related disease areas preferred
- Strong learning agility to quickly establish sound understanding of a new disease area or master a new functional skill
- Ability to lead, manage, and influence others with or without direct authority
- Collaboration skills and ability to form and maintain cross-functional partnership
- Attention to detail and ability to manage multiple priorities simultaneously

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