



“Nurturing Minds and Touching Lives”



Cliniminds, Think-I & Team of Business Analytics and Consulting Experts Offers India's First Industry Academia Collaborative Program in Pharmaceutical Business Analytics



Presentation Objectives

“Cliniminds is committed to provide highest quality of skills, education, training & business solutions and provide highly skilled & job ready talent pool for the global health sciences industry.”

Presentation Objectives

- To provide information related to career opportunities in analytics and consulting within Pharmaceutical industry

Program Vision

At Cliniminds we love to educate, support and inject the passion we have for business analytics and consulting into our in-depth training program

What is Analytics?

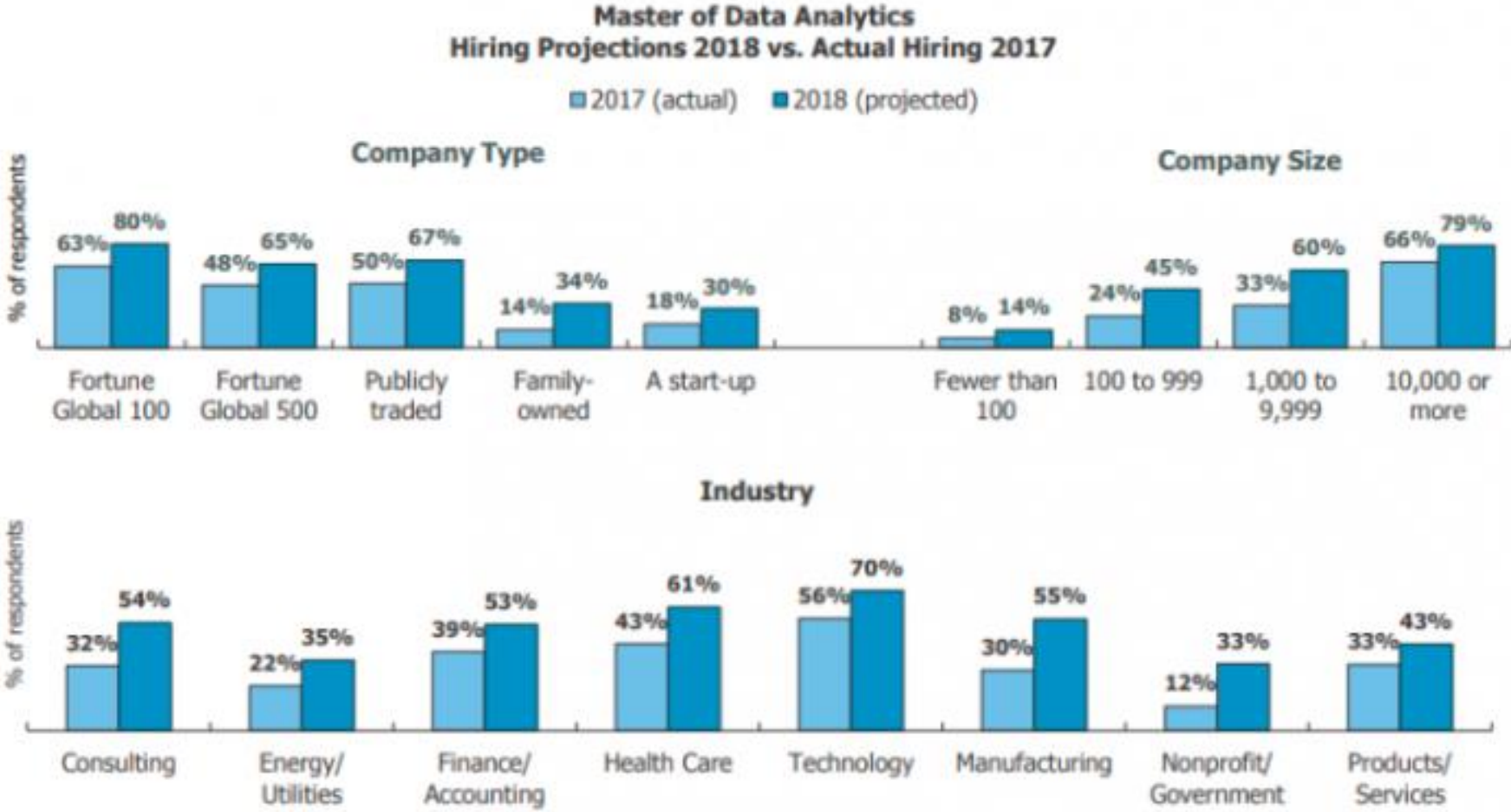


Data on its own is useless unless you can make sense of it!

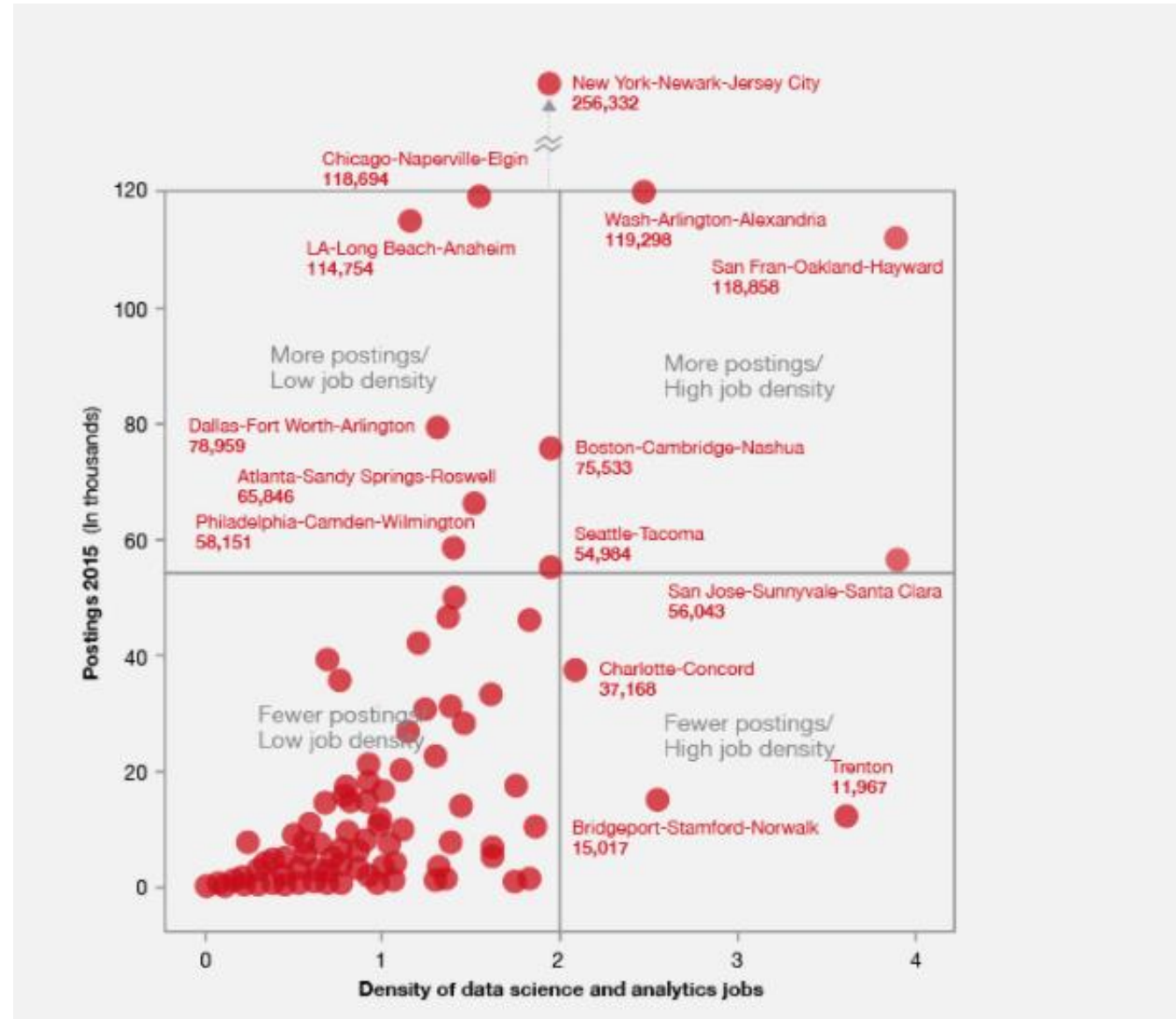
WHAT IS ANALYTICS?

The scientific process of transforming data into insight for making better decisions, offering new opportunities for a competitive advantage

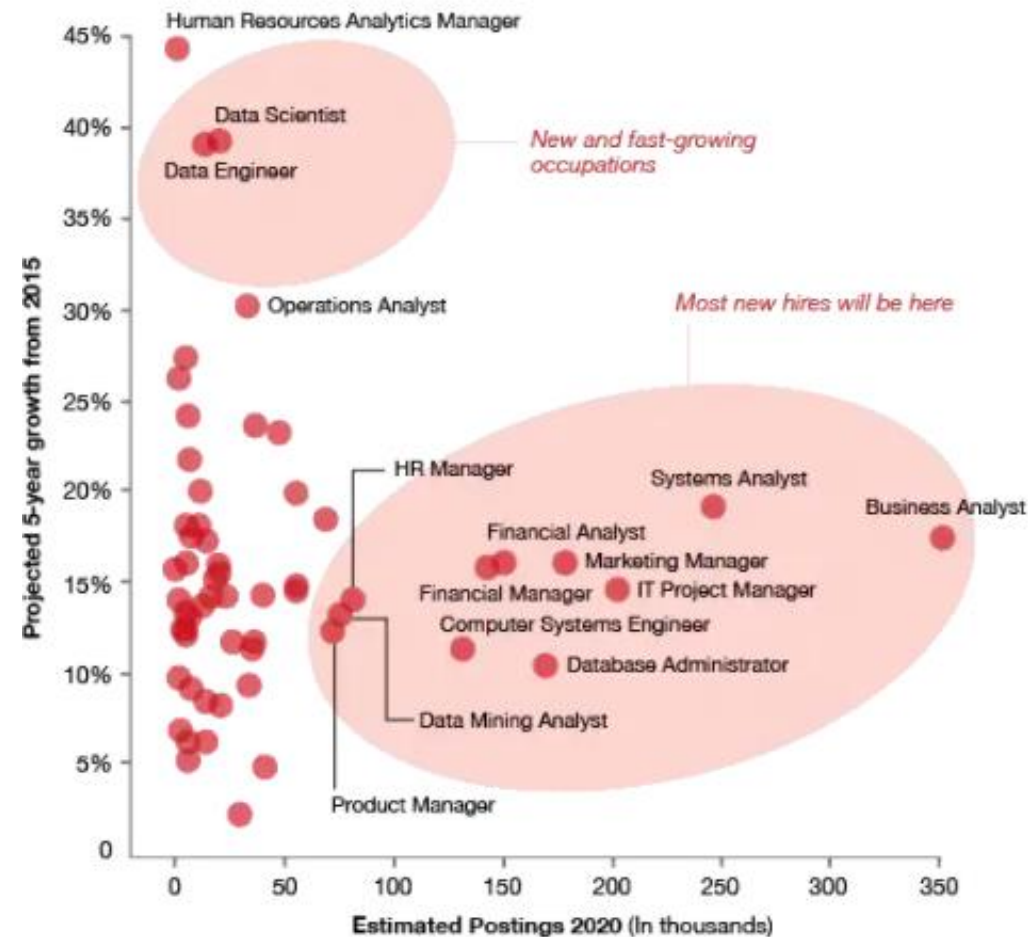
Health Care has High Demand in Analytics



Where data science and analytics markets are forming ?



The 2020 estimate calls for 2.7 million job postings for data science and analytics roles

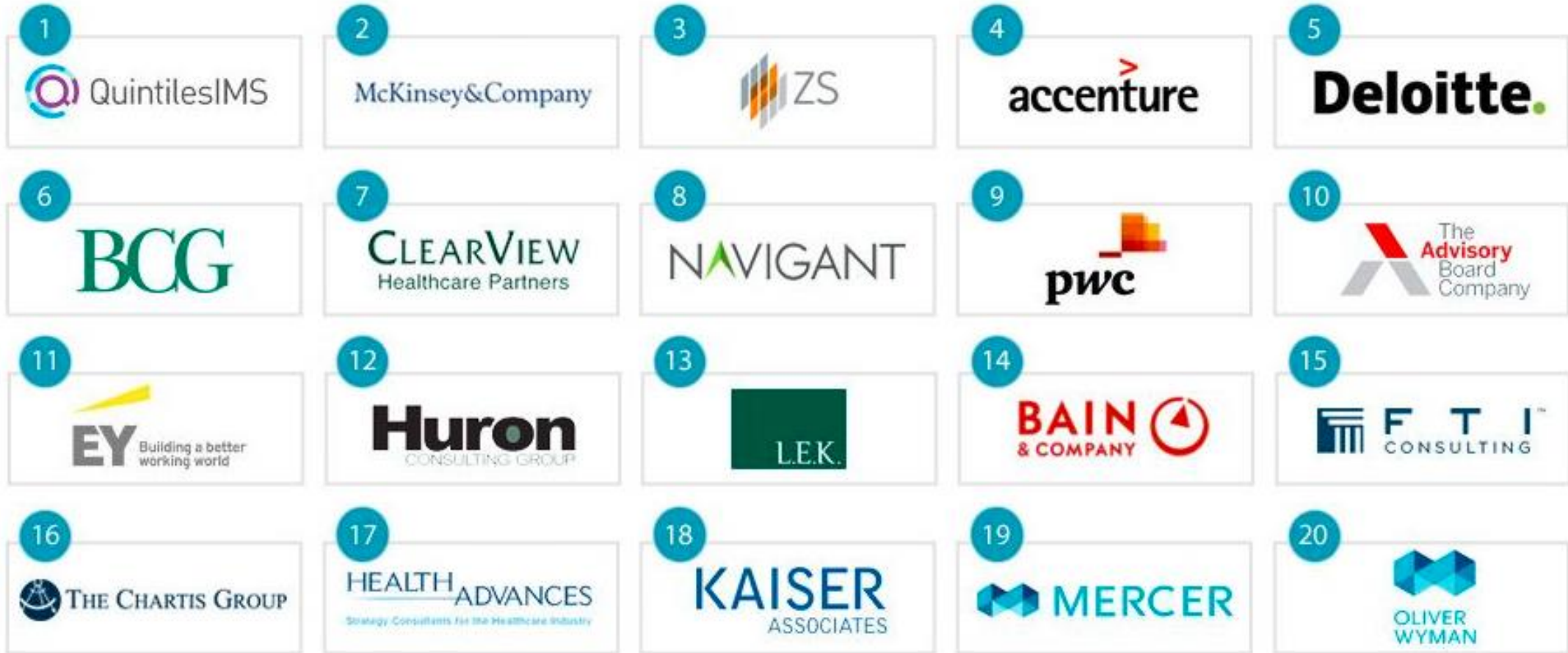


Note: Each dot represents an occupation in the US jobs market where data science and analytics skills are required.
Source: PwC analysis based on Burning Glass Technologies data, January 2017.

Where you can work ?



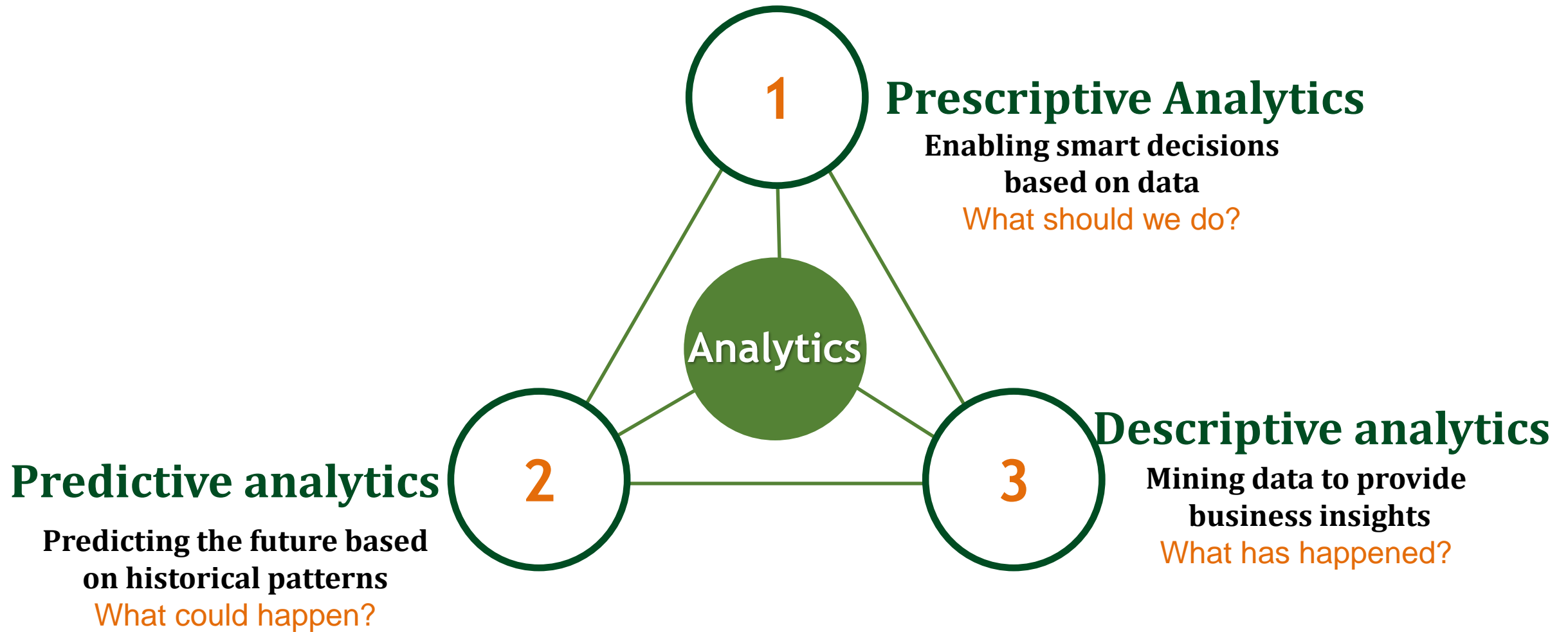
Where you can work ?



Salary Range for Freshers

Employment by Function	% of Grads in this Function	Lowest Salary	Mean Salary	Highest Salary
Business / Data Analytics	53%	\$60,000	\$82,433	\$100,000
Finance	20%	\$18,000	\$74,900	\$88,000
Consulting	18%	\$82,000	\$95,833	\$110,000
Marketing / Sales	8%	\$65,000	\$89,500	\$115,000

Types of Analytics



Big Data Analytics?



Why is Big Data Analytics important?

Big data analytics helps organizations harness their data and use it to identify new opportunities. That, in turn, leads to smarter business moves, more efficient operations, higher profits and happier customers.



Why the course is needed ?

To enter Pharmaceutical Analytics and Consulting Industry

To enter Pharma companies as Consultants/ Analysts in below departments

- CI
- Forecasting
- Business Analytics
- Market Research
- SFE
- Advanced Data Analytics
- Decision Analytics
- Chart Audit

Who Can Join ?


- Pharmaceutical professionals
- Non practicing medical professionals
- IT Professionals
- University Students
 - Market Research
 - Analytics
 - MS
 - MBAs
 - PharmDs

Job Opportunities

Eclaro
Seattle, WA
Medical, Vision, Dental, +1 benefit
Actively recruiting
3 weeks ago · 0 applicants

Manager, Product Forecasting
Mallinckrodt Pharmaceuticals
St Louis, MO
\$62K – \$139K
4 connections work here
1 month ago · 3 applicants

Multi- Channel Promotion Associate Director - I (Assistant)
Compu-Vision Consulting Inc.
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Manager, Product Forecasting

Mallinckrodt Pharmaceuticals · St Louis, MO
Posted 1 month ago · 57 views

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See how you compare to 3 applicants
[Retry Premium Free](#)

Job	Company	Connections
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Manager, Product Forecasting
Webster Groves (Pharma) - USA038 St. Louis, MO

Job Opportunities

Pharma analytics in United States

51 results

Job Alert Off



Epidemiology Associate II

Real Staffing
Boston, MA



Your profile matches this job

Promoted · 2 applicants



Program Manager

Cognizant
Collegeville, PA



14 connections work here

Promoted · 6 applicants



Lead, US Platform Operations

Bristol Myers Squibb
Princeton, NJ

3 company alumni work here

1 week ago · 3 applicants



Head of RWE Business Liaison

UCB
Boston, MA



Epidemiology Associate II

Real Staffing · Boston, MA

Posted 2 days ago · 22 views

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Job

- 0 applicants
- Entry level

Company

- 201-500 employees
- Staffing & Recruiting

Connections

You have 0 connections at this company.


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Epidemiology Associate II



REMOTE



12 Month Contract to Start



Job Opportunities




Pharma commercial analytics in United Sta... Job Alert Off 

8 results

**Commercial Operation Associate, Pharma Commercial Analytics - Cambridge**
KMK Consulting Inc.
Cambridge, MA
Medical, 401(k)
 1 connection works here
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Location: Collegeville, PA
Rate: \$60/Hr on C2C
Client: GSK


Job Opportunities

Pharma market research in United States Job Alert Off 24 results




Biotech Pharma Specialist

OneWire
New York, NY


 Your profile matches this job

Promoted · 8 applicants




GIR, Equity Research, Biopharma, Associate/Analyst-New York

Goldman Sachs
New York, NY


 1 connection works here

Promoted




Equity Research Associate - Pharmaceuticals


Cowen Inc.
Boston, MA

 Actively recruiting

2 months ago



WW Field User Experience and Assessments Lead




Biotech Pharma Specialist

OneWire · New York, NY

Posted 4 days ago · 62 views

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Company Confidential

Description

Our client is a NY-based alternative investment manager primarily focused in the Healthcare and Technology industries. The CEO has over 20 years of healthcare hedge

US Business Analytics and Consulting Recruiters



Why Training in Analytics Critical

Skills required for analytics jobs in these industries differ drastically from what is included in life sciences graduate/post-graduate curriculum.

Key skills required for analytics role

Scientific

- Deep domain knowledge
- Healthcare structure by geography (US, EU, and others)
- Clinical trial and pipeline analysis

Commercial

- Qualitative/Quantitative market research
 - Secondary
 - Primary
- Forecasting skills
- Market assessment
- Segmentation and targeting

Analytics

- Consulting skills

Data analytics

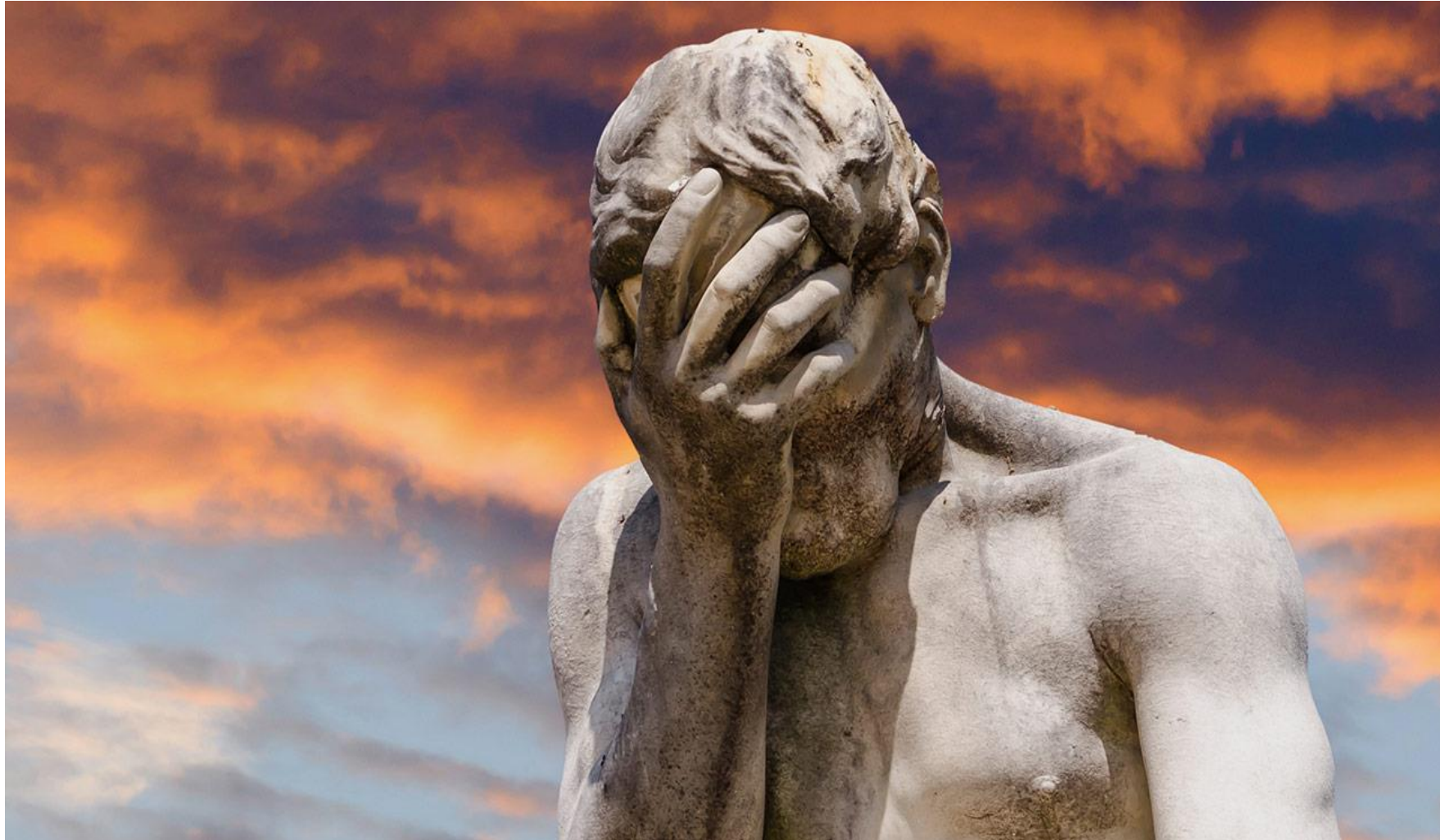
- Excel based analysis
- Advanced analytics (SAS, SQL etc)
- Big data analytics

Real World Evidence analytics

- Systemic literature review
- Medical writing
- Pharmaco-economics

Project management skills

Lack of these skills lead to employee and organization frustration



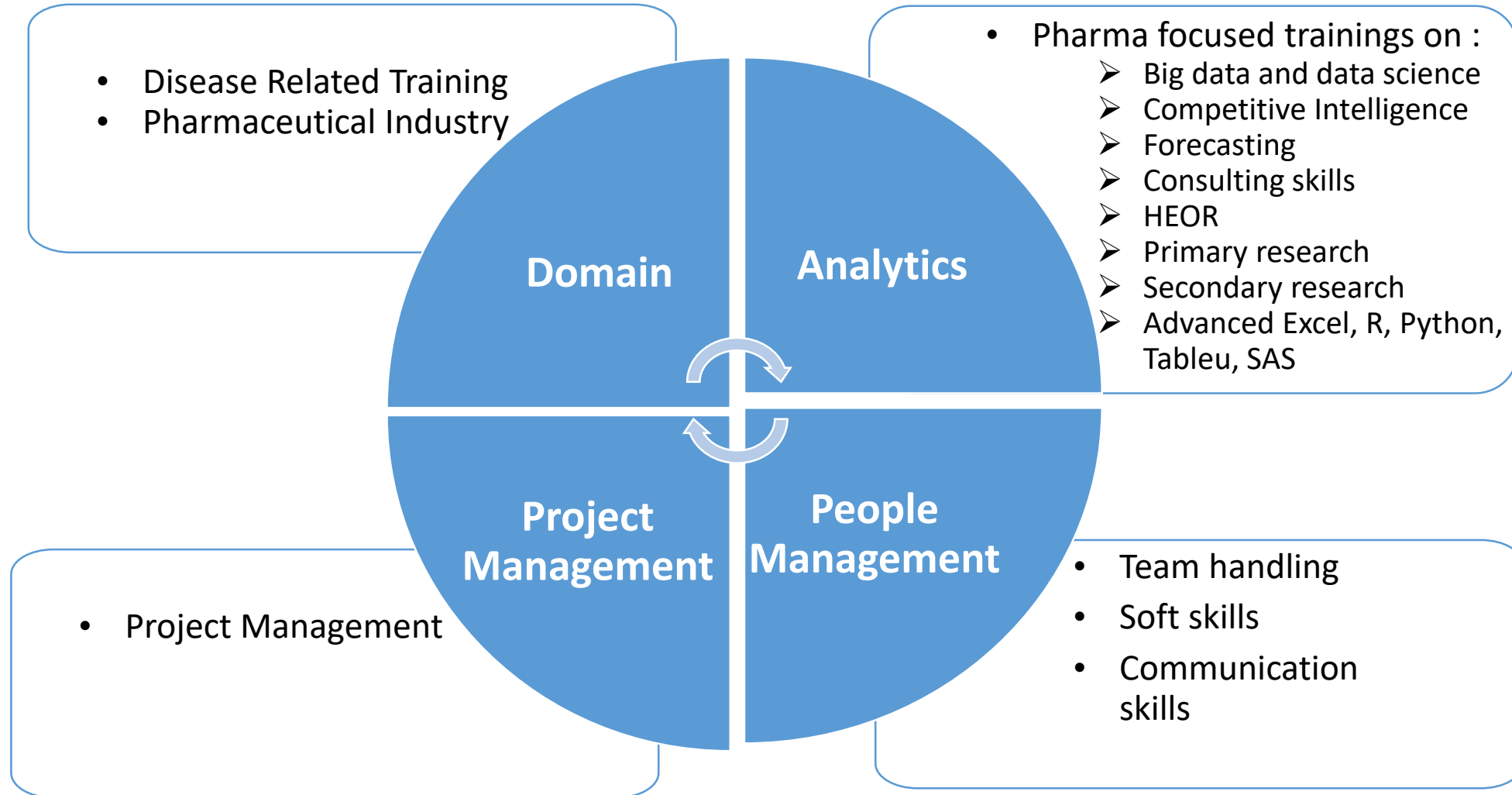
Cliniminds Pharmaceutical Data Analytics Course Focus and Goal

Pharma business analytics course is designed to cater skill gaps through

- Intense focus on domain and analytics
- Case based curriculum, with real life examples from healthcare industries
- Overview of big data in the context of health care industry

GOAL of this course is to empower student to take up analytics role in pharmaceutical and healthcare industry and have a successful career in this exciting field

Cliniminds Pharmaceutical Data Analytics Course will build required skills through 4 Modules



Course Module 1-Domain

Domain Expertise

This would include industry relevant training on

Oncology

Diabetes

Cardiovascular

Rare diseases and metabolic diseases.

and focus on

Pathophysiology

Patient segments

Treatment guidelines

Trial analytics and pipeline assessment

Unmet need assessment for diseases and pharmaceutical science.

This module will also include training on healthcare structure of key global healthcare markets like US & EU

Course Module 2-Analytics

Analytics

Trainings would be pharma and industry relevant and would include

- Understanding US and Europe Healthcare Ecosystem
- RWE - Real World Evidence
(Clinical Trial Optimization; Commercial Analytics, Comparative Effectiveness Research, Value Based Pricing, Evidence Based Medicine, Medical Writing & Systematic Literature Search)
- Excel Analytics:
(Using excel for analytics in pharma industry, applying basic analytical and advanced analytical formulae and skills to derive insights related to data)
- Forecasting (Patient / Sales/ Non Patient/ Epi based):
(This would provide training on relevant forecasting techniques such as patient based forecast, sales based forecast, using simulations (monte carlo, AT risk), and portfolio valuations.)
- Strategy, Market Estimation & Competitive Intelligence
- Commercial Analytics: Patient level data analytics
- Sales Analytics: Sales force effectiveness/Incentive Compensation/ Promotional Mix analytics

Course Module 2-Analytics

- Big Data and Data Science: This would provide knowledge regarding role of big data analytics in pharmaceutical industry. Focus of this course would be to make graduates aware of technologies and platforms and how use them for analytics in the industry. Key topics that would be covered:
 - Hypothesis generation
 - Introduction to database systems,
 - Data analytics languages (R, Python)
 - Introduction to Data visualization tools (micro-strategy, Tableau, etc.)
 - NLP and machine learning techniques

Course Module 2-Analytics

- IP Research: This would provide training on IP Research techniques.
- Consulting Skills: This would provide training on hypothesis generation, consulting frameworks, and would involve case studies from pharmaceutical industry, with a focus to develop critical thinking and business decision making skills
- Primary Research: This would provide training on various primary research analytical techniques used in pharmaceutical industry. Training will include qualitative and quantitative research, and would make students well versed with questionnaire design, data collection, analytics and insight generation

Course Module 2-Analytics (Datasets Understanding)

- Sales Data: IQVIA/ AVACS
- Presecptions Data: Prescription data by products/ company/ Indications
- Promotional Data: Pharma companies investment data by channels, which helps in calculating Share of Details and Share of Voice
- Patient Level Data: Patient Level Longitudinal data
- Pipeline Databases: Clinical Trial.gov, Private databases
- Epidemiology Databases: Pubmed and Private databases
- Other Datasets: CDC, SEER, FDA and private database

Course Module 3-Project Management/ Business Excellence

Project Management : This module will focus on making students well versed with concepts of project types, stakeholder management, time management, risk management, quality management and communication management.

The aim of this core will be to make student efficiently handle projects within the industry. This would also cover operational excellence (Lean & six sigma concepts).

Fundamentals of Financial Analysis:

- Resource utilization
- Business Excellence
- Billable/ Vs Non billable
- Billing Rates

Course Module 4-People Management

Professional Development & People Management

This module will arm student with skills critical for

Working in teams and soft skills,

Interview skills,

Networking,

Presentation and communication skills

which play important role in corporate organization.

A hand is shown on the left side of the image, holding a white rectangular sign. The sign is centered with the text "Know Your Tools & Why Learn About Them?".

Know Your Tools & Why Learn About Them?

Tools Covered in Program



The program is developed keeping in mind the needs of an evolving Analytics industry that requires individuals to be “job-ready” from Day 1.

Why R?

Highest Paid IT Skill

Linkedin Skills and
O'Reilly Survey,
2016

Most-used data science language after SQL

O'Reilly Survey,
Jan 2014

75% of data professionals use R

Rexer Survey,
Oct 2015

Second best programming languages for data science

O'Reilly Survey,
2016

R is the #1 Google Search for Advanced Analytics software

Google Trends, April 2016

R is #13 of all Programming Languages

Redmonk Language Ratings, June 2015

Demand for R language skills is on the rise.

Companies Already Onboard R

Quintiles IQVIA	Genpect
J&J	KPMG
Sanofi	Evolut Health
NOUS	& Many More...
Infosystems	

Why Python?

Official
language
of Google

2nd most
popular
data science
language

Python is a powerful, flexible, open-source language that is easy to learn, easy to use, and has powerful libraries for data manipulation and analysis

What are the reasons for its sudden popularity?

Cost of
Ownership

Python is an open source software that is free to download.

Versatility

Multi-purpose language that can be used to build an entire application

Big data
compatibility


Python has become one of the big go-to languages for big data processing due to its wide selection of libraries

Python is particularly useful in data analytics because it has a rich library for reading and writing data, running calculations on the information and creating graphical representations of data sets.

We can write map reduce programs in python using PyDoop. Here is where Python scores over R. While R uses in-memory processing, Python using PyDoop can process PetaBytes of data


Job Opportunities: 9K Jobs

Pharma business analyst in United States Job Alert Off 9,200 results




Senior Business Analyst

Genentech
San Francisco, CA
\$109K – \$175K
4 connections work here
Promoted




Senior Business Analyst, Proposals Management

Lonza
Greater Houston
Actively recruiting
Promoted · 24 applicants



Business Analyst, TS, US

IQVIA
Plymouth Meeting, PA
\$53K – \$90K
5 company alumni work here
Promoted




Senior Business Analyst


Genentech · San Francisco, CA
Posted 1 week ago · 535 views

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Job	Company	Connections
<ul style="list-style-type: none">73 applicantsMid-Senior level	<ul style="list-style-type: none">10001+ employeesBiotechnology	 4 connections can refer you Ask for referral

Posted by



Geneva Licht 2nd
Principal Talent Partner at Genentech

PREMIUM
[Send InMail](#)


The Position

Job Opportunities

Eclaro
Seattle, WA
Medical, Vision, Dental, +1 benefit
Actively recruiting
3 weeks ago · 0 applicants

Manager, Product Forecasting
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1 month ago · 3 applicants

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Posted 2 days ago · 22 views

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Diverse Lynx · Collegeville, PA
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OneWire
New York, NY
 Your profile matches this job
Promoted · 8 applicants

Goldman Sachs **GIR, Equity Research, Biopharma, Associate/Analyst-New York**
Goldman Sachs
New York, NY
 1 connection works here
Promoted

COWEN **Equity Research Associate - Pharmaceuticals**
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Boston, MA
 Actively recruiting
2 months ago

WW Field User Experience and Assessments Lead

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