Commercial Operations Manager

The primary function of this role is to support the Head of Commercial Operations and the International Leadership team and to draw upon the key areas of business planning and tracking, forecasting and modelling, market research & competitive intelligence and CRM management.

Company Background

Amicus Therapeutics (NASDAQ:FOLD) is a biopharmaceutical company at the forefront of therapies for rare and orphan diseases and is currently in the pre-commercial stage. The US company is well established and the International division is very new and is a much more start up organisation, requiring a high level of flexibility, pragmatism and a hands on, "can do" spirit.

Major Activities and Responsibilities

The Commercial Operations Manager will provide support to the above team as follows:

1. Forecast Execution: Lead in association with International Finance and broader Commercial Operations Team in the execution of the forecasts. Duties may include but are not limited to: variance analysis to forecast, plan and actuals (sales, marketing call rate), creation of forecast pre- and post-review decks, Patient number collection and forecasting, review templates development and guidance input. At times this will also include presenting EU+ forecasts/actuals to senior management in International and corporate
2. Projects & Analysis: Support International Leadership teams with ad hoc, high quality, insightful analyses. Examples include: P&L scenarios modelling for units and patients, spend allocation across product portfolio, market research, competitive intelligence, CRM and Metrics Tracking, Launch tracking.
3. Aid the Commercial Operation role in the larger affiliates to ensure consistency, quality and timely answers while also challenging the data. Areas include aiding in regional presentation, business reviews, marketing and congress attendance
4. Develop local and regional reporting systems to ensure timely and value added data for the local management teams- areas such as dashboards.

Reporting Line

The Manager Commercial Operation will report to the Head of Commercial, International.

Qualifications and Background Requirements

BA/BS required or equivalent experience, MBA or other Masters level degree desirable

- Demonstrable working experience within an International team
- Experience in coordinating administrative and accounting processes
- Excellent MS Office skills (Word, Excel, Outlook, and PowerPoint).
- Excellent communication skills and the ability to work cross-functionally across a range of cultures and personality types
- Proven experience supporting multiple senior level management
- Ability to be flexible and highly motivated, with strong organisation skills and the ability to multi task

- Ability to manage shifting priorities to meet critical deadlines in a fast paced and dynamic environment.
- Team player with a positive attitude
- Good level of English spelling and grammar. Any other language will be a strong asset.
- Accuracy and attention to detail

Location

This position will be based at Phoenix House, Oxford Road, Tatling End, Gerrard's Cross, Buckinghamshire,

SL9 7AP