



Associate Director, Forecasting & Analytics

Do you want to be part of building a fully integrated biopharmaceutical company together with a team of highly skilled colleagues who are passionate about developing best-in-class therapeutics that address significant unmet medical needs? Then Ascendis Pharma is committed to support your personal development on our journey towards becoming a leading rare disease company.

Ascendis Pharma is looking to hire an experienced Associate Director, Forecasting & Analytics to join our team. This is an exciting opportunity to join a rapidly growing, innovative company!

Position Summary

The Associate Director, Forecasting & Analytics will be responsible for design, development, oversight and delivery of global forecasting process/initiatives, for the Ascendis portfolio. This person will be an integral partner to the business operations (Finance and Supply Chain), as well as the commercial teams (Marketing, Market Access, Market Research, Sales and Operations).

The position will be based in Palo Alto and will report directly to the Vice President, Commercial Analytics.

Key Responsibilities

- In close collaboration with Finance, deliver complete, accurate, validated, and timely forecasts
- Develop and maintain a robust commercial forecasting capability to ensure internal and external alignment on business expectations
- Operationalize Ascendis' forecasting governance and processes and then leading the execution of these
- Develop revenue and supply/demand forecasts in support of financial planning processes, i.e., Operating Reviews and budgeting processes
- Contribute to annual, short-term, and long-range planning forecasts
- Manage all aspects of new launch, inline and portfolio forecasts including developing and maintaining epidemiology and prescription-based models
- Lead the development of evidence-based forecast scenarios in driving strategic decisions. Carry out base-case and scenario analyses (TPP's, launch year, market share, price, sales ramp, etc.) to support decision making by key partners and stakeholders including Commercial, Business Development/Strategy, Finance, Manufacturing, and executive leadership, BOD, etc.
- Conduct and incorporate ad hoc analyses of forecast sensitivity which may involve estimates of monthly demand for in-line products using weekly data and/or risk and opportunity sizing
- Collaborate across functions to ensure inputs and assumptions are captured and documented in forecasts, drives alignment on financial projections, and secures approval from senior and executive leadership
- Incorporate the results of primary research into the forecast model(s) to reflect anticipated risks and opportunities
- Use patient flow forecast models, patient based forecast models, and statistical trending and ensure alignment on forecast assumptions and other critical analytical assessments with business partners
- Ensure that forecasts address the impact of market dynamics and critical events, are logically designed and well documented

- Implement quality control processes into the forecast process
- Identify key business issues that impact short-term and long-range product and market forecasts; clearly and pro-actively surface these issues
- Lead national-level performance reporting and diagnostics including reconciliation with forecasts; will own national analytics data sets; will partner with Market Research counterpart on key business analysis (proactive and reactive), in responding to key business questions and in commercial reporting and launch tracking/monitoring
- Present findings and make recommendations to management regarding: brand, market growth, inventory dynamics, patient incidence, prevalence, diagnosis, treatment trends, competition and payer environment
- Demonstrated excellence in consensus building, characterizing and communicating uncertainty, and be able to explain issues from aggregate trends to modeling mechanics
- Participate in ad-hoc projects by working collaboratively across product teams and other functional departments
- Stay abreast of novel forecasting and analytical methodologies and processes

Knowledge, Skills, and Experience

- Bachelor's Degree required; Master's Degree or MBA preferred
- Minimum of 8 years of forecasting and modeling experience
- Experience in Specialty or Rare Disease, preferred
- Superior analytical skills with proficiency in a broad range of data analysis and intelligence generation
- Significant expertise in analytics, forecasting, modeling methodologies and a solid understanding of competitive intelligence and market research
- Ability to run statistical analyses, contribute to new analysis methodologies, and engage with analytics/statistical modeling experts
- Advanced knowledge of MS Office (Excel, PowerPoint, Word) and strong ability to present quantitative data in graphical form is required
- Strong team player with ability to manage conflicting priorities
- Demonstrated ability to work with many cross-functional partners
- Ability to understand and influence decisions
- Ability to interact and communicate with all levels in the organization
- Self-starter. Proactive in nature, actively participates and self-motivated
- Excellent project management skills with demonstrated ability to lead multiple projects and priorities
- Demonstrated ability to work effectively in cross-functional teams is required with a history of leadership, initiative in achieving organizational objectives
- Strong communication/influencing skills and executive presence required
- Ability to travel up to 10% of the time domestically and internationally

Want to apply? Please send your resume to HumanResources@ascendispharma.com. Please write "Associate Director, Forecasting & Analytics" in the subject field.