Mycovia Pharmaceuticals is seeking a Senior Manager of Insights and Analytics. This position will report to the Senior Director of Insights and Analytics and will be responsible for assisting in the build out the support of the company's insights & analytics organization in preparation and in support of the launch of Mycovia's lead asset, VIVJOA™ oteseconazole (VT-1161) for the treatment of RVVC.

Position Summary: SENIOR MANAGER OF COMMERCIAL INSIGHTS & ANALYTICS

Essential Duties and Responsibilities of the Position:

- Provide holistic, insight-driven consultation and evidence-based strategic and tactical guidance to all levels of internal stakeholders via primary market research and secondary data analytics, guiding pre-launch preparedness as well as in market brand guidance
- Contribute to the development of the organization's strategic vision via in-depth market analyses and develop innovative solutions to complex, unstructured problems with minimal guidance
- Ensure alignment of initiatives to the company's overall business objectives and brand's strategic imperatives
- Develop and sustain close working relationships with key stakeholders including brand marketing team, sales, and market access teams
- Ensure clear and ongoing communication of research results, key conclusions, and recommendations through formal and informal channels
- Support special business development functions and special projects, as assigned
- Assess and develop new processes and techniques to advance market research and analytics capabilities and improve internal efficiencies
- Ensure insight driven consultation to the marketing team through the development and execution of primary market research and secondary data analytics to drive evidence-based strategic pre-launch planning and preparedness
- Develop holistic and comprehensive market assessments and oversee other ad hoc analyses to proactively address issues in support of business objectives
- Independently provide actionable recommendations based on a) thorough analysis of internal and external business issues and environmental factors b) careful assessment of available data and determination of knowledge gaps c) translating data into trends with business impact
- Lead development of assigned market research plans in conjunction with Senior Director of Insights & Analytics and other members of the commercial team
    - Design and analyze custom qualitative and quantitative marketing research projects with actionable recommendations in development/support of brand/portfolio strategy and tactics and in alignment with business planning process
    - Oversee the management of qualitative and quantitative marketing research projects, associated budgets, timelines, and relations with outside consultants
- Leverage decision-influence role to drive development of prelaunch preparedness platform, help optimize marketing mix through strategic and tactical custom research across channels, enhance forecast accuracy through primary forecast impact research, provide foundation for customer segmentation, resulting in optimized, tailored sales and marketing targeting efforts,

uncover consumer and prescriber insights to ultimately enhance customer connection and build brand loyalty, leverage customized tracking results to identify gaps and opportunities that can be utilized to maximize performance and blunt competitor efforts, etc.

- Act as primary focal point for brand teams analysis/insights needs
- Primary responsible for patient assistance programs including all data analytics, reporting and presentations; provide regular analyses and recommendations to brand team
- Assist in execution of sales team training program
- Ensure successful agency/vendor partnerships
- Ensure compliance with all country, federal, state, and local laws, industry regulations and guidelines
- Other duties as assigned
- Position based in Mycovia headquarters in Durham, NC

Qualifications:

- A Bachelor's degree required; MBA preferred
- A minimum of 8 years of analytics experience in a pharmaceutical organization required
- Experience in primary market research or strategic consulting preferred
- Ability to influence people at senior levels in the organization and facilitate cooperation of internal and external partners for both intelligence acquisition and recommendation acceptance
- Creative problem solving with ability to solve complex, unstructured problems; see big picture from scattered pieces of information and present complex and disparate data in a clear and concise manner; Must have an ability to see beyond the confines of MR data to broader business issues
- Demonstrated ability to work on multiple projects with conflicting deadlines, and provide recommendations that will assist in the development of commercial strategies
- Excellent written, presentation, project management and influencing skills required.
- Proven experience working cross functionally and partnering with brand teams and other groups within an organization
- Strong analytical and critical thinking skills required. Highly proficient in integrating diverse sources of information and formulating business relevant strategic recommendations
- Business knowledge of pharmaceutical/biotech companies and their business practices
- Requires strong understanding of pharmaceutical datasets with proficiency in data mining techniques and tools. A combination of relevant education and applicable job experience may be considered
- Utilize a range of analytics involving standard data in the Pharmaceutical Industry e.g. IQVIA (MIDAS, DDD, NPA, Xponent), claims data (LAAD, MarketScan, Optum, Prognos, Symphony), other epidemiological data (Decision Resources, Kantar) etc and performance tracking.
- Strong data analysis skills including proficiency in the use of Excel, SQL, and Tableau required; – SAS and/or knowledge preferred
- Knowledge in capturing relevant information systematically, analyzing statistical data, identifying key issues patterns and trends, and visualizing and communicating findings to executive audiences
- Excellent written and oral communication skills

- Must be a true team player – authentic, humble, able to build a positive team spirit and lead through the ups and downs of drug development, puts success of team above own interests and supports everyone's efforts to succeed, grow, and develop
- Highly skilled in influencing cross-functional teams, including interfacing with key internal and external stakeholders and with scientific and commercial teams
- Strong organization and multi-tasking skills to balance multiple priorities
- Ability and willingness to work effectively and seamlessly at multiple "altitudes" within the organization. Maintains a "no job is too big or too small" attitude necessary to succeed in a startup environment
- Demonstrated ability to adapt to changes in the work environment. Manages competing demands. Changes approach or method to best fit the situation. Able to deal with frequent change, delays, or unexpected events with maturity and professionalism
- History of success in entrepreneurial, dynamic, and flat organizations preferred (e.g., start-ups)

About Recurrent Vulvovaginal Candidiasis

RVVC is a debilitating, chronic infectious condition that affects 138 million women worldwide each year. RVVC, also known as chronic yeast infection, is a distinct condition from vulvovaginal candidiasis (VVC) and defined as three or more symptomatic acute episodes of yeast infection in 12 months. Primary symptoms include vaginal itching, burning, irritation and inflammation. Some women may experience abnormal vaginal discharge and painful sexual intercourse or urination, causing variable but often severe discomfort and pain.

About VIVJOA™

VIVJOA™ (oteseconazole) is an azole antifungal indicated to reduce the incidence of recurrent vulvovaginal candidiasis (RVVC) in females with a history of RVVC who are NOT of reproductive potential. VIVJOA is the first and only FDA-approved medication that provides sustained efficacy demonstrated by significant long-term reduction of RVVC recurrence through 50 weeks versus comparators. Oteseconazole is designed to inhibit fungal CYP51, which is required for fungal cell wall integrity, and this selective interaction is also toxic to fungi, resulting in the inhibition of fungal growth. Due to its chemical structure, oteseconazole has a lower affinity for human CYP enzymes as compared to fungal CYP enzymes. The FDA approved VIVJOA based upon the positive results from three Phase 3 clinical trials of oteseconazole – two global, pivotal VIOLET studies and one U.S.-focused ultraVIOLET study, including 875 patients at 232 sites across 11 countries.

Please click here for full Prescribing Information.

IMPORTANT SAFETY INFORMATION

CONTRAINDICATIONS

VIVJOA is contraindicated in females of reproductive potential. Females who are NOT of reproductive potential are defined as: persons who are biological females who are postmenopausal or have another reason for permanent infertility (e.g., tubal ligation, hysterectomy, salpingo-oophorectomy).
VIVJOA is contraindicated in pregnant and lactating women.
VIVJOA is contraindicated in patients with known hypersensitivity to oteseconazole.

WARNINGS AND PRECAUTIONS

Based on animal studies, VIVJOA may cause fetal harm. The drug exposure window of approximately 690 days (based on 5 times the half-life of oteseconazole) precludes adequate mitigation of the embryo-fetal toxicity risks. Advise patients that VIVJOA is contraindicated in females of reproductive potential, and in pregnant and lactating women because of potential risks to a fetus or breastfed infant.

ADVERSE REACTIONS

The most frequently reported adverse reactions among VIVJOA-treated patients in clinical studies included headache (7.4%) and nausea (3.6%).

DRUG INTERACTIONS

VIVJOA is a Breast Cancer Resistance Protein (BCRP) inhibitor. Concomitant use of VIVJOA with BCRP substrates (e.g., rosuvastatin) may increase the exposure of BCRP substrates, which may increase the risk of adverse reactions associated with these drugs.

Please see full Prescribing Information and Patient Information.

To report SUSPECTED ADVERSE REACTIONS, contact Mycovia Pharmaceuticals, Inc. at 1-855-299-0637 or FDA at 1-800-FDA-1088 or www.fda.gov/medwatch.

About Mycovia Pharmaceuticals

Mycovia Pharmaceuticals is an emerging biopharmaceutical company dedicated to recognizing and empowering those living with unmet medical needs by developing novel therapies. VIVJOA™ (oteseconazole), the first FDA-approved product for Mycovia, is an azole antifungal indicated to reduce the incidence of recurrent vulvovaginal candidiasis (RVVC) in females with a history of RVVC who are NOT of reproductive potential. Oteseconazole received FDA Qualified Infectious Disease Product and Fast-Track designations to become the first FDA-approved therapy for RVVC. In 2019, Mycovia licensed oteseconazole to Jiangsu Hengrui Pharmaceuticals Co., Ltd., to develop and commercialize oteseconazole in China, including mainland China, Hong Kong, Macau and Taiwan, and Gedeon Richter Plc., a Hungary-based pharmaceutical company, to commercialize and manufacture oteseconazole in Europe, Russia, the Commonwealth of Independent States, Latin America and Australia. Mycovia also recognizes a tremendous potential for its oral fungal inhibitors and a growing need to treat a range of multi-drug resistant fungal pathogens. For more information, please visit www.mycovia.com .