

Guidepoint Global

Senior Medical Device Analyst of Guidepoint Tracker: Job Description

The Guidepoint Tracker, a novel rapidly-growing tool that monitors competition and trends within various medical device and therapeutic markets requires a senior medical device analyst to its team. The Tracker is a product that the investment community relies on for providing insight into how different companies/manufacturers are performing each and every month through the collection of data from thousands of clinical sites. To succeed in this position candidates must possess the ability to meet strict deadlines, interact with clients on a daily basis over the phone and in-person and work in a team-orientated environment. As the Tracker continues to grow, this candidate would also be responsible for managing new analysts and data sets.

There are 6 key features of the position (% of time spent performing each function)

Data management & Delivery (~50%)

- Build and manage multiple medical device data sets
- Understand nuances and features of all medical device and therapeutic markets covered
- Build and maintain detailed patient-based forecasting models based on tracker data
- Perform detailed quality control over collection process and data
- Coordinate and perform frequent conference calls with doctors from Tracker sample and financial analysts
- Listen to all pertinent quarterly sales calls and industry updates for the relevant companies
- Attend all relevant device conferences
- Closely monitor relevant company stock price trends and fluctuations
- Work with accounts payable to process payments periodically and in a timely fashion

Client Interactions (~25%)

- Answer any questions that investment-based clients might have regarding trends in data
- Check in frequently with current clients to collect any feedback that they might have
- Apply client feedback to the Tracker enhancing the product

Collaborate with the Sales Team (~10%)

- Develop sales and marketing materials for Tracker areas
- Work with sales team to set up calls / meetings for prospective Tracker clients
- Hold weekly meetings with the sales team to discuss ways to attract new clients and new business

Manage Recruiting Efforts (~5%)

- Build and manage new trackers
- Work with recruiting department to spearhead efforts to identify potential participants
- Ensure panel is appropriately sized and distributed to be representative of the market

Team management (~10%)

- Manage team of currently 2 analysts and recruiting staff and hire new personnel when required

Qualifications

- Deep understanding of the medical devices industry and the associated public companies
- Primary and secondary marketing research experience, specifically internet based surveying
- Experience in patient-based spreadsheet modeling
- Some knowledge of fundamental equity research and what drives company stock price movement
- Demonstrated ability to communicate effectively and persuasively, both verbally and textually
- Superior organizational skills with meticulous attention to detail
- Ability to learn quickly
- Demonstrated ability to work in a team atmosphere

Please forward all resumes with salary requirements to: hr@guidepointglobal.com