



# Indigenous.Link

Canada's fastest growing Indigenous career portal, Careers.Indigenous.Link is pleased to introduce a new approach to job searching for Indigenous Job Seekers of Canada. Careers.Indigenous.Link brings simplicity, value, and functionality to the world of Canadian online job boards.

Through our partnership with Indigenous.Link's Diversity Recruitment Program, we post jobs for Canada's largest corporations and government departments. With our vertical job search engine technology, Indigenous Job Seekers can search thousands of Indigenous-specific jobs in just about every industry, city, province and postal code.

Careers.Indigenous.Link offers the hottest job listings from some of the nation's top employers, and we will continue to add services and enhance functionality ensuring a more effective job search. For example, during a search, job seekers have the ability to roll over any job listing and read a brief description of the position to determine if the job is exactly what they're searching for. This practical feature allows job seekers to only research jobs relevant to their search. By including elements like this, Careers.Indigenous.Link can help reduce the time it takes to find and apply for the best, available jobs.

The team behind Indigenous.Link is dedicated to connecting Indigenous Peoples of Canada with great jobs along with the most time and cost-effective, career-advancing resources. It is our mission to develop and maintain a website where people can go to work!

Contact us to find out more about how to become a Site Sponsor.

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# Job Board Posting



Careers.Indigenous.Link

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## Forecaster

<b>Job ID</b>	<b>4B-5D-92-FE-18-99</b>	
<b>Web Address</b>	<a href="https://careers.indigenous.link/viewjob?jobname=4B-5D-92-FE-18-99">https://careers.indigenous.link/viewjob?jobname=4B-5D-92-FE-18-99</a>	
<b>Company</b>	Eli Lilly Canada	
<b>Location</b>	Toronto, Ontario	
<b>Date Posted</b>	From: 2022-04-28	To: 2022-06-27
<b>Job</b>	Type: Full-time	Category: Health Care
<b>Languages</b>	English	

### Description

At Lilly, we unite caring with discovery to make life better for people around the world. We are a global healthcare leader headquartered in Indianapolis, Indiana. Our 35,000 employees around the world work to discover and bring life-changing medicines to those who need them, improve the understanding and management of disease, and give back to our communities through philanthropy and volunteerism. We give our best effort to our work, and we put people first. We're looking for people who are determined to make life better for people around the world.

At Lilly, we are inspired to make a difference in people living with health challenges every single day, by discovering life-changing medicines, better understanding disease-management, and supporting people who are living with illness. Our work today-from our research programs to our volunteer initiatives-is a reflection of our 140+ year heritage. We unite caring with discovery to make medicines that make life better for people around the world. We are committed to investing in our employees, through competitive salaries, training and development, health, and the opportunity to help people living with chronic diseases. The pharmaceutical industry is a complex, rapidly changing environment and we are looking for highly capable people to help us accomplish our purpose to make life better for people in Canada.

#### About the Position:

Eli Lilly Canada is looking for an optimistic, resilient, and adaptable skilled professional with expertise in pharmaceutical forecasting. You will have the unique opportunity to influence how products and therapies are brought to the Canadian market, driving cross functional alignment across the pharma organization to ensure successful forecast transition from Global to local teams. You are an active player at the regional and global levels, seeing the potential of the pipeline coming to Canada and will also be responsible for influencing business partners to make better business decisions. This position is responsible for developing sales forecasts for both inline and pipeline brands for our specialty products with additional support to other therapy areas.

You will be a core member of the product team to help inform critical strategic decisions for improved performance based on current trends and anticipated future performance trends. You will also gain detailed knowledge of the Canadian competitive environment in the therapeutic area. This includes understanding Lilly's relative position in the marketplace, competitive performance, new brand uptake, the timing of potential new brands and the impact on the forecast.

#### Skills and Experience:

- Develop and maintain global network, participating in global and affiliate meetings as necessary to ensure accomplishment of Canadian objectives
- Lead business case development for price approvals and/or commercial buy ups
- Experience in developing market forecast approaches through primary and/or desk research to derive insights and inform decision making
- Lead the annual Strategic Planning process for all products with the full cross-functional team (Medical, Marketing, Pricing, Reimbursement & Access, Sales)
- Lead primary and secondary market research projects with responsibility for secondary data analysis if needed
- Review, report and make strategic recommendations on current brand performance, including development and maintenance of performance dashboards
- Develop, revise and track demand forecasts for multiple brands and proactively inform supply chain of demand forecast changes every month
- Partner with the Marketing, and Pricing, Reimbursement, & Access teams to monitor and provide market insights to the brand
- Streamline insights from the sales teams and provide valuable market insights and lead the bi-annual sales incentive forecasting process in partnership with the Business Unit Leader, Marketing Leader, and Sales Director

#### Minimum Requirements:

- Relevant bachelor's degree in the field of science, business administration with 2 -5 years of relevant experience in forecasting in healthcare industry
- Deep understanding of the Canadian healthcare landscape including market dynamics, regulatory, pricing and market access.
- Must have experience and avid interest in utilizing multiple healthcare data sets/sources for forecasting- including market research, IQVIA (National and sub-national data (Physician, Patient, Claims), epidemiology, publications, etc.
- Deep understanding of the principles of Forecasting and fluency with data analytics tools
- Excellent project management capabilities
- Effective written and oral communication skills and demonstrated confidence in communicating your position on strategic decisions
- Have intellectual curiosity and demonstrated ability to discover insights

#### Additional Preferences:

- Marketing and/or Sales experience
  - Strong knowledge in MS Excel and MS PowerPoint and working knowledge of following software: Excel VBA, @Risk, Crystal Ball, SAS, SPSS, others...
  - Experience in developing and applying advanced statistical models that helps managers understand dynamic business issues
- Eli Lilly and Company, Lilly USA, LLC and our wholly owned subsidiaries (collectively "Lilly") are committed to help individuals with disabilities to

participate in the workforce and ensure equal opportunity to compete for jobs. If you require an accommodation to submit a resume for positions at Lilly, please email Lilly Human Resources ( [Lilly\\_Recruiting\\_Compliance@lists.lilly.com](mailto:Lilly_Recruiting_Compliance@lists.lilly.com) ) for further assistance. Please note This email address is intended for use only to request an accommodation as part of the application process. Any other correspondence will not receive a response. Lilly does not discriminate on the basis of age, race, color, religion, gender, sexual orientation, gender identity, gender expression, national origin, protected veteran status, disability or any other legally protected status.

**How to Apply**

To submit resume, visit <https://www.lilly.com/careers> and apply to Req ID R-17088.