



## Example of Competitive Intelligence Manager Job Description

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Our company is growing rapidly and is looking for a competitive intelligence manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

### Responsibilities for competitive intelligence manager

- Facilitates price discussions for plan period & identifies price optimization during year -Understands price positioning of new products and coaches project teams in price setting
- Providing context and objective analysis of competitive (commercial, clinical, and scientific) information to enable actions and business decision-making (for both internal Gilead projects assessment of potential licensing or acquisition activities)
- Proactively identifying areas for further competitive or market investigation and assist commercial team
- Work on innovative programs to increase the value of Competitive Intelligence to Gilead
- You will monitor external environment developments and market trends
- Communicate competitive intelligence insights to all levels in the organization – Executives, sales teams, functional leads
- Collect competitive insights by product through review of commercial publications, marketing materials, discussions with sales teams, trade show attendance
- Develop cogent overviews of therapeutic areas, product promotional strategies, pharmaceutical company
- Develop and shape new US and foreign military business opportunities for Bell Helicopter, specifically providing in-depth price-to-win and competitive intelligence solutions with a focus on large, complex U.S. Department of

- Research, create and analyze data from secondary research sources including product performance manuals, social media, Defense & Aerospace Competitive Intelligence Service (DACIS), trade journals, analyst reports

### **Qualifications for competitive intelligence manager**

- Experience in medical devices and/or healthcare industry required
- Experience in managing direct reports and supporting strong employee development and engagement
- Experience and comfort working on ambiguous assignments that require creative solutions
- Excellent researcher
- A B.S., or B.A, with 10+ years of construction business related experience with progressively increasing accountability, responsibilities and results
- Extensive knowledge and understanding of pricing and economics, practices and procedures, preferably within the construction industry