



## **Director of Marketing Analysis and Forecasting**

### **Company Overview**

NextCure is a growing clinical-stage biopharmaceutical company located in Beltsville focused on discovering and developing first-in-class immunomedicines for the treatment of cancer and other diseases. NextCure is committed to professional development in the context of learning, managing, and developing its employees. We create a unique environment for our employees, providing exposure to various facets of our operations cultivating career growth and development. We are excited about the ongoing work at NextCure and invite you to come join us in the culture and build your career in an environment that nurtures professional growth and development.

### **Role Summary**

We are building out our marketing team and we are seeking an experienced, and highly motivated Director of Marketing Analysis and Forecasting to join our team. Reporting to the VP of Research & Project Management (or VP, BD) the Director of Marketing Analysis and Forecasting will lead the development of market forecast for NextCure's early and late-stage product portfolio

### **Responsibilities**

- Develop monthly, quarterly, and annual forecasting that are aligned with company's goals
- Provide guidance and strategic recommendations to Sr. Leadership on performance, business risks and opportunities.
- Ensure all forecasting milestones are met.
- Ensure forecasting is aligned with budget and latest estimates.
- Ensuring KPI tracking and reporting is in place.
- Ensure competitive market events for all disease areas are formally and proactively identified, tracked, and assessed on a timely basis.
- Provide input when determining what market research and data sources will be needed to influence internal decision.
- Drive continuous improvement of forecasting process
- Regularly communicate changes in forecast to Sr. Management
- Leverage global disease state patient models and ensure short term methods are accurately predicting Quarterly and Annual forecasts.

## **Required Education and Experience**

- A minimum of a Bachelor's degree is required; MBA preferred.
- 10+ years of industry experience, with documented career progression.
- 5+ years of Forecasting, or Business Planning experience within the pharmaceutical/biotech industry with focus on Oncology preferred.

## **Qualifications**

- Deep understanding of advanced data analytics, and data sources.
- Experience working in the highly complex, dynamic environment of an emerging organization.
- Ability to work cross-functionally and on multiple analytics projects simultaneously.
- Demonstrate an entrepreneurial mind-set and a track record of results.
- Strong communication, presentation, and influence skills.
- Startup, emerging biopharma, or new team experience desired.

NextCure is an Equal Opportunity Employer and offers a competitive salary and benefits package in a scientifically engaged teamwork environment.

Qualified candidates should email their resume to [info@nextcure.com](mailto:info@nextcure.com).