

Red Oak is focused on the dynamic and high impact area of pharmaceutical purchasing. We are a team of industry experts, strategists, and entrepreneurial thinkers who apply innovative strategies that move pharmaceuticals to market more efficiently. As the exciting joint venture between two Fortune 20 leading healthcare companies, CVS Health and Cardinal Health, we are responsible for securing both companies' generic drug portfolios.

Red Oak Sourcing is seeking a Director of Strategy & Analytics. The Strategy & Analytics team runs a wide variety of on-going and ad hoc projects and analytics to define short term generic pharmaceutical sourcing strategy as well as longer-term decisions made by the Executive Leadership Team. This hands on, critical role will take an enterprise-wide view and be a central part in shaping the organization, developing its policies and procedures, and establishing its presence in the marketplace. In addition, the Director will help shape the generic pharmaceutical sourcing strategy of CVS Caremark and Cardinal Health.

Responsibilities

Review data and design and build presentations to support executive-level discussions

- Review data to support executive-level discussions.
- Manage creation of presentations across a variety of topics, including a storyline, key messaging, graphical representation of data, and tailoring to the audience

Act as player-coach to team members of both Strategy and Analytics functions

- Lead team-based approach to achieving better performance through strategic initiatives.
- Provide direction on ongoing work/analytics/presentations and feedback on tasks.
- Review team's work and balance workloads across team members.

Oversee market intelligence to inform Red Oak Sourcing's strategy

- Understand product and market changes and implications for Red Oak Sourcing strategy, using available industry data sources.
- Oversee research on suppliers (e.g., develop Red Oak Sourcing perspective on supplier M&A activity).
- Oversee research on competitor actions and implications for Red Oak Sourcing (e.g., other JVs).
- Oversee research on supply risk of Red Oak Sourcing portfolio

Manage and support departmental strategic projects

- Run or support a variety of projects across the organization.
- Identify pipeline opportunities.
- Review supplier background materials to prepare sourcing executives for supplier meetings.
- Manage ad hoc analyses.

Support budgeting and forecasting activities

- Support budgeting activities at Red Oak Sourcing and for CVS Caremark and Cardinal Health.
- Compile data from multiple sources (e.g., pipeline, variance analysis) into meaningful communication with proposal for recommended action.

Qualifications

- Masters in Business Administration (or equivalent)
- Excellent written and oral communication skills experience working with upper-level management

- Ability to work with variety of stakeholders, particularly executives
- Individually motivated
- Expertise in PowerPoint and Excel (e.g., modeling capabilities)
- Strong leadership skills with ability to prioritize and deliver on multiple concurrent initiatives that have significant financial and strategic impact
- Knowledge of analytics practices and software/technology capabilities
- Results driven with proven ability to perform in a fast-paced, ever changing environment
- Strong analytical and financial acumen
- High level of self-confidence and sense of urgency
- Consulting or prior strategy experience highly preferred
- Prior experience managing people strongly preferred