

Employer: JonesTrading Institutional Services LLC
Position: Vice President, Biotechnology Research Analyst (Ref#: 6005)
Location: 757 3rd Avenue, 23rd Floor, New York, NY 10017

Duties: Utilizing experience with 3-statement financial modeling and accounting, valuation methodologies such as discounted cash flow, net present valuation analysis, and relative multiples based valuation, drug forecasting that includes epidemiology based top-down approach and demand based bottoms-up approach, and industry specific database such as IQVIA prescription database to manage and conduct the fundamental equity research process in the Biotechnology Sector to provide differentiated industry and stock-specific content, and stock recommendations for institutional investor client base. Build and maintain financial models to estimate future earnings, cash flow potential and use an appropriate valuation framework to come up with a stock price target and recommendation. Develop proprietary drug forecasting models utilizing primary and secondary market research that inform key forecast assumptions. Examine SEC filings, historical financial statements, relevant industry and competitor data to conduct fundamental business analyses. Communicate research findings to both internal stakeholders (Sales and Trading) and external client base (institutional clients) via consistent dialogue, live meetings and provide real-time opinions on breaking news. Conduct due diligence that includes reading and analyzing scientific publications, clinical trial presentations and company press releases, understanding clinical trial design and statistics, engaging in diligence calls with key opinion leaders (e.g. doctors), meeting with management teams and doing independent sourcing of data such as conducting market research surveys. Serve as an expert on biotechnology sector for internal and external stakeholders. Interact with company management (CEOs, CFOs) and attend industry conferences. 20% domestic travel is required to attend medical conferences, company sponsored events and investor conferences.

Requirements: Master's degree in Business Administration, life Science or a related field plus 2 years of equity research experience in biotechnology/pharmaceutical showing demonstrable ability in the skills set described above.