



Position: Associate Director, Market Access Operations

Reports to: Vice President, Market Access & Customer Solutions

SUMMARY:

The Associate Director, Market Access Operations reports to the VP of Market Access and Customer Solutions and is responsible for managing all operational issues related to integration of the Strategic Account Management Team, Field Reimbursement Team, as well as Payer and Channel Marketing. Roles will include supporting POAs, designing and implementing account planning process and educational programs for the Market Access Team, budget management, managing attendance and programs at annual payer conferences, and coordinating with Field Sales, Patient Support, and other cross functional partners regarding relevant and new payer and access initiatives. This individual works closely with all core areas of Market Access to ensure seamless integration and execution of all applicable programs, including planning, communication and possibly contracting.

SPECIFIC RESPONSIBILITIES:

The candidate must be able to operate in a fast-paced organization, with high expectations and accountability on quality and timing of the deliverables. He/she will manage the development of new initiatives and programs within Market Access and ensure appropriate alignment across key business partners, including Marketing, Sales, Business Insights and Medical Affairs. This individual will work across the Market Access & Customer Solutions department and oversee budget.

This is an excellent opportunity to join a high performing team committed to making a difference for the betterment of patients.

- Leads the development of the Market Access plan of action within the access channels to secure optimal payer coverage/policy and physician/patient access to Aimmine products
- Leads and executes on vision for key payer access associations (e.g. PCMA, AMCP, NAMCP, PHA) as well as partner with Marketing on patient advocacy initiatives related to market access
- Serve as primary point of contact for Market Access conference participation, product theatres, symposium or other promotional programs and related exhibits
- Coordinates market access leadership team meetings and acts as cross-functional project manager for all related workstreams

- Engage and lead special projects regarding industry changes relating to distribution, patient support, reimbursement and payer coverage
- Leads the development of key performance indicators for Market Access partner with Business Insights on all market access reported metrics, including design, implementation and delivery of information
- Participates in the development of promotional and non-promotional materials, programs, and tactics to impact or influence public and private payer access, as well as patient access
- Collaborates with the Sales Leadership to provide feedback and input on market dynamics, field needs and effectiveness of Managed Markets tactics
- Leads the Market Access approval process for Marketing programs and materials, including the internal MRL review process, when applicable.
- Develops and maintains effective collaborative working relationships with external business partners, including brand and payer marketing agencies, consultants, and data analytics vendors, as well as internal departments such as Marketing, Sales, Business Insights, Training, Compliance, Medical, Regulatory, and Legal
- Market Access training lead and point of contact for the development of Market Access training required for all field teams, including sales, field reimbursement, and others. Also, responsible for coordinating training with hub, distributors and pharmacy partners on Aimune and its products
- Develop and enhance department operations, including designing and improving processes, tools, systems, templates, etc.

QUALIFICATIONS/REQUIREMENTS

- Bachelor's degree is required, MBA or advanced degree is a plus
- 8+ years pharmaceutical/biotech industry with related experience in market access, patient and reimbursement programs
- Experience with pharmacy based reimbursement, patient support programs and healthcare professional reimbursement
- Experience implementing programs that require process, operations, data, and ongoing quality improvement
- Prior launch experience with products in pediatric population and/or with chronic treatment
- Strong analytical abilities, and the ability to take incomplete information and develop impactful strategies that translate to implementation of tactics
- Demonstrates attention to detail, and follow-through coupled with ability to prioritize/multi-task effectively
- Strong orientation to customer service and teamwork
- Strong communication and presentation skills, ability to educate others on areas of responsibility
- Excellent verbal and as well as excellent interpersonal and relationship building skills
- Shown ability to think strategically as well as execute tactically in previous roles
- High level of proficiency in Microsoft Excel, Word and Power Point is required
- May require up to 30% travel based on business need
- Position is located in home office, Brisbane, CA. No remote applicants will be considered

About Aimmune Therapeutics, Inc.

Aimmune Therapeutics is a clinical-stage biopharmaceutical company founded to address the unmet medical need in food allergy, which currently has no approved treatments. Our mission is to improve the lives of people with food allergies, based on our proprietary desensitization treatments in development. Aimmune's lead investigational drug for peanut allergy, AR101, is in Phase 3 clinical testing in North America and Europe. Headquartered in the heart of San Francisco's biotechnology hub, Brisbane, California, Aimmune has additional offices in the Kings Cross area of London, and in Raleigh, North Carolina.

Qualified candidates should forward a resume and cover letter, including a statement of interest, availability, and experience to Human Resources (careers@aimmune.com) with the job title in the subject line.

Aimmune Therapeutics is an Equal Opportunity Employer.

Principals only; no recruiters please.