



## **Director, Channel Strategy and Patient Support**

### **Summary**

The Director, Channel Strategy and Patient Support is a critical role in a fast-paced, energetic Market Access team reporting to the Vice President of Market Access. This position is responsible for building, implementing, and managing all aspects of channel strategy and patient access and support programs for the launch of AR101. This Director will be required to work closely with other team members across the organization including business analytics, marketing, sales, manufacturing supply chain, finance and legal/compliance.

Core channel strategy responsibilities include leadership and management of interactions with commercial distribution partners including 3PL, wholesalers, specialty distributors, hospitals and pharmacies. This encompasses negotiating and executing distribution partner contracts as well as maintenance of the trade marketing and operating budget. In addition, the Director will be responsible for daily oversight of channel management and operations, distribution service level monitoring, market trend awareness, and trade incentive programs.

Core Patient Access and Support responsibilities include designing, implementing and managing the day-to-day operations of Patient Access and Support programs for commercially available products. Additionally, this person will be responsible for driving new initiatives post-launch to ensure these programs continue to provide best-in-class support and minimize reimbursement as a barrier to hcp and patient access to therapy.

### **Specific Responsibilities:**

- Develop and execute Channel Strategy and Patient Support Services business plan; ensure the development and implementation of effective channel and patient support strategies and programs
- Negotiate and manage the contractual agreements with third party distributors, including, but not limited to: wholesalers, specialty distributors, hospital pharmacies, retail and specialty pharmacies
  - Define the fair market value for services delivered
  - Ensure contracted programs align with company policies, laws, and legal regulations
- Build relationships with the commercial distributors, and potential pharmacy customers to ensure that they are informed about company's products, pricing, value, and access
- Manage the Patient Support Service programs including company's Patient Assistance and Financial Assistance Programs
- Manage the day to day operations of the patient support services programs to budget and performance metrics

- Drive initiatives to ensure Aimmune products provides best in class support to minimize barriers in the physician office setting and enhance overall patient access to therapy
- Work with Finance and Manufacturing to oversee 3PL implementation and management
  - Develop distribution related policies and procedures including but not limited to orders, returns and inventory
  - Ensure all state distribution licenses complete and current
- Plan, develop, execute and manage the communications (i.e., content and processes) of the trade and patient support strategies to other teams including Sales, Marketing, and Account Management
- Work with a cross-functional team to develop strategies for trade partners, GPOs, MCOs, IDNs and hospitals
- Develop sales-force training materials regarding Trade strategies and programs
- Ensure data integrity and adequate data flows between the company and distribution vendors and trade partners; Partner with business analytics to develop and disseminate distribution related key performance indicators/analysis. Ensure reporting of accurate information to senior management as well as Managed Markets and Field Sales Teams
- Collaborate with Marketing, Training, Legal, Regulatory, Sales, and the Market Access field teams to ensure optimal execution of trade, distribution, and patient access strategy
- Comply with all laws, regulations and policies that govern the conduct of Aimmune activities

#### **Qualifications / Requirements:**

- BA/BS required, MBA/MS preferred, or comparable experience
- 10+ years of working in the pharma/biotech space, with at least 5+ years working with wholesale/specialty distributors and specialty and retail pharmacies; specifically setting channel strategy and pulling through contracts
- 5+ years working to build and managing patient support programs including reimbursement support, affordability programs, and patient adherence initiatives
- Ability to build relationships and expand company's presence with trade partners, pharmacy customers, and service vendors
- Experience with oral products
- Forecasting, channel and vendor management experience
- Strong communication skills (written, verbal, and presentation)
- Excellent leadership and management skills
- Ability to work in a fast-paced, highly visible and dynamic environment is critical; able to work effectively with ambiguity and incomplete information
- Ability to influence and lead across functions; operate in a matrix environment

#### **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](mailto:careers@aimmune.com)) with the job title in the subject line.**

Aimmune Therapeutics is an Equal Opportunity Employer.

Principals only; no recruiters please.