



Position: Senior Director, Strategic Accounts

Reports To: VP, Market Access & Customer Solutions

SUMMARY:

The Senior Director, Strategic Accounts will be responsible for building, coaching and directing the efforts of Aimmune's team of Strategic Account Executives (SAE). In this role, he/she will develop and execute the overall direction for the team, leading the organization's efforts to maintain and expand C-level relationships US Payers, Integrated Delivery Networks (IDNs), Accountable Care Organizations (ACOs) and Hospitals. This role will report to the Vice President of Market Access and Customer Solutions. This Senior Director will take the lead role in developing SAE team priorities, objectives and strategies and direct the execution of a clear plan of action. As a team, the SAEs will ensure the coverage of AR101 and Aimmune's potential future products. Payer surveillance and disease education will also be critical component of this role. The Senior Director must forge close working relationships and collaborate effectively with joint ownership and shared recognition for results with sales, marketing, business insights, finance and medical affairs. Additionally, will present results and advocate for resources and strategies in executive forums internally when called upon to do so.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

- Responsibility for directing the activities of the Strategic Account Executive Team which calls on National and Regional Payers, Pharmacy Benefits Managers (PBMs), Integrated Delivery Networks (IDNs), Accountable Care Organizations (ACOs), and Hospitals and any other entities responsible for coverage and reimbursement of Aimmune's products.
- Build the structure, roles and responsibilities of the Strategic Account Executives Team; work collaboratively across the organization to define the appropriate working relationships with other field teams
- Implement and manage all contracting activities with entities responsible for covering Aimmune's products
- Work the VP of Market Access to develop the targeting and coverage plan, including key performance indicators (KPIs)
- Ensure the Strategic Accounts Executives have the necessary tools and skills to do their jobs effectively and compliantly by working with external vendors and internal partners such as Medical Affairs, Corporate Compliance and Regulatory
- Work with the Commercial Training Team to develop training content for Strategic Account Executive Team as part of launch and on-going training and development
- Conduct essential field activities including but not limited to corporate meetings, account specific meetings amongst others
- Communicate regularly with other Market Access leadership team members, including: Trade, Patient Support, Pricing and Payer Strategy
- Collaborate with Field Sales Leadership to address managed care obstacles with HCP and other institutional customers

- Comply with all OIG, Pharma, and Corporate Policies, Procedures, and Guidelines
- Directly supervises employee(s), indirectly supervises employee(s) through a dotted line structure or via other subordinate supervisors

REQUIREMENTS:

- BA/BS required, MBA/MS preferred, or comparable experience
- 10+ years of working in the pharma/biotech space
- 3+ years leading institutional, corporate or payer account management teams
- Expertise in working with C-suite executives and executive teams
- Excellent communication, leadership, customer service, and problem-solving skills
- Mix of small biotech and large pharma company experience with expertise related to the planning and implementation of launch initiatives for new products
- A strong understanding of the US payer landscape, with deep relationships
- Experience contracting with all types of managed Care customers, including: Payers (Medicare, Medicaid, Commercial), IDNs, ACOs and Hospitals
- 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
- The following experience is preferred:
 - Field Sales leadership (HCP customers)
 - Therapeutic area expertise: Allergy, immunology, other chronic disease areas
- Position is field-based, but must be able to travel ~50% of the time to attend internal meetings and conferences, oversee team and participate in multiple cross-functional launch initiatives

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.