



**Position: Vice President, Commercial Field Team**

**Reports to: Chief Commercial Officer**

**Location: Brisbane, California**

The Vice President, Commercial Field Team is a newly created role which will have tremendous impact bringing Aimmune's first **Characterized Oral Desensitization ImmunoTherapy (CODIT)**, currently known as AR101, for peanut allergy to patients in need.

As one of four commercial leaders s/he will work closely and collaboratively with the other functional leads of the commercial team to ensure the strategic vision, preparation and successful launch of AR101.

This crucial and pivotal role will be responsible for the strategy and implementation of a robust, nimble, indelible and highly effective patient-focused commercial field force. It is essential the incumbent has worked in a variety of commercial leadership roles; candidates whose careers are limited to field sales experience are unlikely to be successful in this role.

Aligning with Aimmune's corporate values of integrity and excellence, the Vice President, Commercial Field Team will employ the cumulation of their career experience, combined with their entrepreneurial spirit, to build, launch and manage a world-class, progressive and patient-focused field force.

**Specific Responsibilities:**

- Assemble a diverse team of talented Commercial Field professionals through targeted recruitment, selection, assessment and execution
- Lead, coach and motivate the field team to set, evaluate and exceed performance expectations
- Ensure that the team is prepared to address customer requests, customer service issues and challenges with a sense of urgency and accountability
- Drive a team of highly qualified and high performing first line managers to optimize the performance within their territories
- Understand healthcare trends in the Allergy and Immunology Community and create pull through tactics and solutions to mitigate market access challenges
- Employ strong organizational and analytical skills to optimize growth, including the ability to analyze complex data in order to develop strategic and actionable business plans
- Lead and maintain a culture of compliance, excellence, integrity and transparency
- Be an active member of the Commercial Leadership Team and contribute to the broader Commercial strategy of the organization

**Core Competencies:**

- History of successful product launches, specifically in the areas of specialty pharma; allergy or immunology preferred
- Demonstrated executive leadership skills with extensive experience in performance management
- Extensive experience building highly effective field organizations from the ground-up, ensuring a solid foundation is established for future field teams

- Business acumen that ensures the commercial field strategy is continually aligned with business objectives
- Inspirational and motivational leader who attracts best-in-class talent and inspires large organizations to achieve and exceed goals
- Outstanding analytical and financial modeling ability
- Ability to manage by influence and work collaboratively with cross-functional teams in a matrixed environment
- Prescient and creative leader with experience analyzing unique markets to address gaps in getting product to patients
- Outstanding communicator with a strong entrepreneurial spirit
- Ability to interact with a variety of stakeholders: allergists, physician assistants, nurses, practice managers, etc.
- Advocate of Corporate Compliance who understands and values all aspects of healthcare compliance

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

- Minimum of BS/BA in the Life Sciences, MBA a plus and 15+ years' experience in commercial leadership driving growth in the life sciences
- Must have successfully built and managed a commercial team, ideally including a field team
- Experience in two or more of the following areas are essential: Specialty launches, Marketing, Market Access, Commercial Operations, Strategy development
- Must have experience working with specialty products, including working with patient access and reimbursement call centers (Hubs) to drive reimbursement pull-through
- Exceptional level of organizational, communication, presentation and management skills
- Passion for patient population and deep desire to have a meaningful impact on patient lives
- Approximately 50% travel required

#### **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 recently announced positive top-line data from its pivotal Phase 3 PALISADE trial for AR101, the company's lead investigational drug for peanut allergy. 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.