

Manager/Sr. Manager, Analytics & Compliance - Government Pricing & Reporting

Job ID: 00396415

Job Function
Finance Services

Schedule
Full-time

Location
United States-California
South San Francisco

Job type
Regular Employee

Company/Division
Pharmaceutical

Job Level
Experienced

Who We Are

At the Roche Group, about 80,000 people across 150 countries are pushing back the frontiers of healthcare. Working together, we've become one of the world's leading research-focused healthcare groups. A member of the Roche Group, Genentech has been at the forefront of the biotechnology industry for more than 30 years, using human genetic information to develop novel medicines for serious and life-threatening diseases. The headquarters for Roche pharmaceutical operations in the United States, Genentech has multiple therapies on the market for cancer and other serious illnesses. Please take this opportunity to learn about Genentech, where we believe that our employees are our most important asset and are dedicated to remaining a great place to work.

The Position

This position may be filled at a Manager, Analytics & Compliance - E4 or a Sr. Manager, Analytics & Compliance level - E5

Manager, Analytics & Compliance will support Government Pricing & Reporting (GP) teams and collaborate with key business partners, including other Strategic Pricing & Contract Management (SPCM) teams, Distribution Strategy, Government Affairs, Finance, Legal and Brand Marketing to deliver deep insights and actionable strategic and tactical recommendations that enable Genentech to rapidly and appropriately adapt to evolving U.S. government payer practices, policies, relevant legislation, regulations, trends and other dynamics. Frame and structure approach, research, analyze and synthesize information on the changing/evolving external landscape and internal strategic proposals for implications to government calculations, pricing and other related activities. Perform complex, strategic analysis of Medicaid, Medicare and VA/FSS data, including advanced forecasting, predictive analytics and trending, in order to proactively address current and future scenario planning, solve for "what if" type questions from stakeholders, and determine the impact of regulatory and other relevant changes.

Analytics & Compliance Managers play a leadership role representing Government Pricing &

Reporting to cross-functional teams.

Analytics & Compliance Managers also play lead roles supporting GP Calculations and Medicaid Claims processes by advising on impacts of regulatory and other relevant changes to government payer claims and rebates and developing GP methodologies.

Acts as a subject matter expert and trainer on government payers and programs, as these relate to government pricing, contracting, administration, reporting and related matters. Incumbents in the Manager/Senior Manager Analytics & Compliance role, as all other employees, are fully accountable for compliance with all laws, regulations and policies that govern the conduct of GNE activities.

Technical Skills: Actively Provide Strategic Support and Regulatory Impact Analyses to Relevant Business Partners [relevant business partners – see above description]

- Conducting Analyses & Scope and Structure Key Strategic Driver Business Questions. With some support and guidance from manager, assumes full accountability for asking questions of partner experts to seek deeper understanding of real drivers of decision-making and to identify core business questions. Proactively seek out complex information on changes in laws and regulations. With some support from manager, appropriately scope and structure projects, establishing a framework, key deliverables, and milestones in alignment with key stakeholders. Demonstrate ability to break complex problems down into distinct parts, simplify complexity, and manage uncertainty.
- Deriving Insights. With some support and guidance from manager provide strategic insights and recommendations to relevant partners by linking learnings across projects. Assess appropriate use of secondary research and internal data, leveraging internal expertise and resources as appropriate. Develops appropriate responses with supporting analytical justifications, including recommended changes in complex pricing and contracting strategies. Complement quantitative analyses with government payer and program knowledge to provide qualitative recommendations regarding potential implications or other impacts to Genentech's business.
- Develop and Maintain Analysis Tools. Conducts quantitative analysis of government payer programs' data to identify and provide data-driven insights and support government reserves forecasting; includes forecasting, trending and data mining. Maintain relevant data and information into respective departmental/company systems and databases to ensure current, accurate and robust analytics and reporting. Participates in the development, education, communication, implementation and ongoing maintenance of GP analytical methodologies and models, data and reporting templates.
- Presenting Results. Presents objective insights from analyses to relevant partners up to and including CLC. Produces and disseminates routine and ad hoc reporting to ensure GP and other cross-functional partners and stakeholders are kept fully abreast of key information relating to assigned government payers and programs. Creates and implements standard and ad hoc reports.

- **Level of Expertise.** Responsible for updating relevant government program methodologies and keeping these current at all times. Is knowledgeable in a variety of structured problem solving frameworks, market research methodologies, and excel forecasting techniques, and can apply them across business questions. Develops relationships and collaborates with relevant cross-functional partners to deliver respective subject matter expertise (see above job description) to teams, acting as point person in GP for respective area.

Collaboration:

- **Leads Cross Functional and Complex Project Teams** With some manager support, customizes the collaborative approach to address complex cross-functional business questions. Delivers the GP Analytics value proposition to partners.
- **Planning and Meeting Support.** Supports his/her manager in stakeholder meetings and planning initiatives
- **Lead/Conduct Training.** Supports development and implementation of GP training; including conducting training for other GP staff members, cross-functional partners and stakeholders
- **Resource Management and Planning:** Manages contracts and budgets for assigned projects independently. Align with manager and partners on project expectations and delivers on them with manager support. Utilize only approved resources and messages to meet goals and targets. With manager guidance, prioritize and plan workload and identify capacity issues proactively.
- **Managing Up:** Effectively applies judgment to leverage and inform manager in navigating organization and completing work

Who You Are

- Bachelors Degree (general business, finance, or public policy disciplines are preferred)
- MBA or other related graduate-level degree is a plus
- A minimum of 4 years' previous work experience in government pricing, managed care contract or related analytics
- 2 or more years' government contract administration or other related government payer/program administration experience in the pharmaceutical/biotechnology or related industry
- Strong knowledge/understanding of drug contracting, government and commercial customers, and the distribution channels
- Demonstrable knowledge of the different state and federal government agencies that purchase pharmaceutical/biotechnology or related industry products
- Demonstrable knowledge of the current policies and guidelines that affect government programs, pricing and payment adjustments (e.g., Medicare and Medicaid)
- Demonstrable knowledge of systems and reporting mechanisms that support contract administration particular to the pharmaceutical/biotechnology or related industry
- Must demonstrate a high level of proficiency with Microsoft Access, Excel, PowerPoint and Word
- Working knowledge of relevant pricing and contracting strategy development methodologies and modeling (quantitative and qualitative)
- Previous experience in other functions within the pharmaceutical, biotechnology or related industry is a plus, e.g., product marketing, managed care marketing, field sales, field account management, market planning, strategic planning, market research, market or sales analytics, customer finance, legal, customer service & operations, etc.
- Proven track record of meeting or exceeding objectives and goals
- Business travel, by air or car, is required for regular internal and external business

meetings

Genentech is an Equal Opportunity Employer.