

Sr. Strategy Manager - Octreolin, Strategic Pricing & Contract Management

Job ID: 00412169

Job Function

Sales & Marketing

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

Sr. Strategy Manager

The Sr. Strategy Manager, Strategic Pricing & Contracting develops pricing and contract strategies for the assigned segments that optimize the value of Genentech's portfolio, which includes leading cross-functional segment strategy development teams, building effective relationships with account core teams, internal teams across MCCO (Managed Care & Customer Operations), scenario analysis/modeling for overall financial and legal viability, and ongoing pricing and contract performance assessment/analysis.

This opening would be primarily focused on leading launch preparations for octreolin, a recently in-licensed compound for the treatment of acromegaly. Acromegaly is a disease affecting 20,000 people in the US. This is a long-term condition in which there is too much growth hormone present resulting in body tissues enlarging over time, ultimately leading to various co-morbidities and a shorter lifespan. We are excited about this opportunity for Genentech as we feel that octreolin could represent a significant advance for patients with this devastating condition. The potential launch timing is Q1, 2015.

This supervisor role would oversee the Growth Franchise (Nutropin and Octreolin) and will have one or more direct reports and will also share some of the other departmental

management activities with their manager, e.g., reviewing the work of other managers, developing training/development programs and initiatives for team members, preparing and delivering senior management presentations on strategic or complex issues, leading strategic projects, etc. Given the nature of this group's work, most management and staff in this department have considerable responsibilities for regular communications, interactions, coordination and development with partners in the broader Roche organization, and communicating with, influencing, and securing approval from senior management.

- Typically manages pricing activities and contract strategy performance analysis for more complex, high-volume or high strategic value products
 - Participates in various Genentech business planning meetings and processes
- Regularly leads strategic pricing & contracting analysis and assessment for the assigned segments, franchises and products across all stages of the lifecycle
- Acts as segment subject matter expert for assigned account segments
- Works closely with Account core teams to devise appropriate strategy for decision-making, terms and negotiation. Executes all needed analytics to influence MCCO Governance or related field leadership teams on winning strategies
- Stays abreast of macro trends in the healthcare environment that could potentially impact pricing and contracting opportunities and/or risks
- Conducts or commissions market research and competitive analysis working with other internal or external partners as necessary
- Develops detailed quantitative and qualitative analyses and modeling of pricing and contracting strategies and recommendations
- Synthesizes market and business analytics in presentations and communications
- Works with brand pricing and contracting strategy leads to align brand or overall segment strategy with account-based needs
- Tracks and communicates all relevant pricing and contracting trends and issues in assigned segments to internal partners/stakeholders
- Prepares internal reports and presentations and reviews with key internal partners/stakeholders; has frequent presentations to senior management
- Identifies and recommends metrics to assess pricing and contracting strategy effectiveness for all assigned segments
- Tracks and monitors account performance, including post-hoc analysis of account level strategy and implementation results
- Works closely and collaboratively with a host of internal partners/stakeholders including, but not limited to operations departments to understand operational considerations and constraints related to strategies and representing this input to the core teams
- Recommends on contract group clustering to ensure appropriate consistencies as well as provide maximum leverage, efficiencies, and effectiveness
- May support manager in building pricing and contracting models and other tools for department-wide analysis and assessment
- Translates research, analysis and modeling into documented pricing and contracting strategies. Works with manager to ensure integrated cross-segment consistencies and efficiencies
- Evaluates immediate-, medium- and longer-range business and financial impacts of pricing and contracting strategies
- Identifies and supports others in planning for operational and tactical requirements to support pricing and contracting strategies for existing, new, in-line and/or pipeline stage products
- Participates in the development and implementation of processes and tools to facilitate and monitor pricing and contracting strategy performance and results
- Helps develop understanding, knowledge, skills and abilities for other departmental managers and/or helping to train and educate various internal partners/stakeholders

- on pricing and contracting strategies, research, analysis, methodologies, departmental processes, systems, tools, and the like
- Hires, develops and oversees the work of direct reports if needed
- Complies with all laws, regulations and policies that govern the conduct of GNE activities

Who You Are

- Bachelors Degree (general business, managed health care, or finance disciplines are preferred)
- MBA or other related graduate-level degree is preferred (e.g., PharmD or PhD)
- An average of 6 years' previous multi-functional work experience in contracting, pricing, managed care, health economics, strategic planning, finance and/or other related fields within the pharmaceutical/biotechnology or related industry
- Previous experience in effectively leading cross-functional strategy development teams
- Must demonstrate clear knowledge of key accounts and segment, and understanding of interactions and interplay intra-and inter- segment within the accounts. Account management, account strategy, or customer specific contract implementation is a plus
- Expert knowledge/understanding of drug contracting, managed care customers, and the distribution channels
- Thorough knowledge of the current policies and guidelines that affect government and commercial contracts, contract administration, pricing, etc.
- Thorough knowledge of systems and reporting mechanisms that support contract administration particular to the pharmaceutical/biotechnology or related industry
- Strong knowledge of the different state and federal government agencies that purchase pharmaceutical/biotechnology or related industry products
- Strong working knowledge of relevant pricing and contracting strategy development methodologies and modeling (qualitative and quantitative)
- Must demonstrate a high level of proficiency with Microsoft Excel, and Word (proficiency with MS Access is a plus)
- Previous experience in other functions within the pharmaceutical, biotechnology or related industry is preferred, 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 for consistently meeting or exceeding qualitative, as well as any relevant quantitative, targets and goals
- Business travel, by air or car, is required for regular internal and external business meetings

Genentech is an Equal Opportunity Employer.