

## **Strategy Manager/Sr. Strategy Manager, Strategy Pricing & Contract Management**

Job ID: 00414062

**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**

This position may be filled at a Strategy Manager or Sr. Strategy Manager level.

The Strategy Manager is responsible for maximizing the value of Genentech's portfolio through the development of integrated pricing and contracting strategies for a specific therapeutic area or product(s). The role involves leading cross-functional strategy development teams, building effective relationships across all GNE franchises, scenario analysis/modeling for overall financial and legal viability, as well as ongoing contract performance assessment/analysis. Position involves extensive cross-functional collaboration with brand teams, Market Planning, MCCO Account Managers, Government Affairs, Health Economics and Global Pricing and Payer Planning.

- Conducting detailed analysis and constructing presentations to support recommendations to senior management on specific pricing actions for new and in-line products.
- Provides a leadership perspective on GNE pipeline pricing assessments for inclusion into payer planning activities, revenue forecast development, and decision-making.
- Works with internal/external partners/stakeholders to conduct regular market research

- Evaluating macro-trends in the healthcare environment that could potentially impact pricing and contracting opportunities and/or risks
- Provides business partners/stakeholders with in-depth analyses, modeling and optimal scenarios needed to determine the best contracting strategies to meet GNE objectives
- Works closely with partners in field Account Management to understand payer/channel customer needs, expectations, challenges, etc.
- 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). Masters degree or other related graduate-level degree is a plus
- 5 or more years' previous work experience in contracting, legal, strategic planning, health economics, market research or finance within the pharmaceutical/biotech industry
- 2 or more years' specific experience in effectively leading cross-functional strategy teams
- Knowledge in one or more GNE therapeutic areas relative to marketing value; knowledge of Genentech's distribution strategy; and payer and provider reimbursement environments
- Knowledge of the current policies and guidelines that affect government & commercial contracts, contract administration, pricing, etc.
- Demonstrable abilities to anticipate competitive and customer reactions to negotiating tactics and strategy
- Knowledge of systems and reporting mechanisms that support contract administration particular to the pharmaceutical/biotech
- Strong analytical capabilities, proficiency with Microsoft Excel, Word, Powerpoint (proficiency with MS Access is a plus)
- Ability to succinctly communicate ideas and data to senior management. Is effective in a variety of presentation settings, from one-on-one and small groups to review committees and senior management
- Proven track record for consistently meeting or exceeding qualitative, as well as any relevant quantitative, targets and goal.

Genentech is an Equal Opportunity Employer.