

Group Strategy Manager - Bio-Oncology, SPCM - Strategic Pricing & Contract Management

Job ID: 00414342

Job Function

Sales & Marketing

Schedule

Full-time

Location

United States-California
South San Francisco

Job type

Regular Employee

Company/Division

Pharmaceutical

Job Level

Manager with Direct Reports

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

Group Strategy Manager

The purpose of the Group Manager, Strategic Pricing & Contracting role is to oversee and/or develop pricing and contract strategies for the assigned therapeutic areas and/or customer segments that optimize the value of Genentech's portfolio, which includes leading cross-functional strategy development teams, building effective relationships across all franchises relevant to the assigned therapeutic areas and/or customer segments and scenario analysis/modeling for overall financial and legal viability, as well as ongoing pricing and contract performance assessment/analysis.

1. Act as a lead subject matter expert from Strategic Pricing & Contracting
2. Play the lead role in cross-franchise assessment and integration of pricing and contracting strategies, plans and tactics; includes providing a leadership perspective and strategic pricing and contracting inputs into all business plans relevant to the assigned therapeutic areas and/or customer segments
3. Provide a leadership perspective on Genentech pipeline developments, as these relate to pricing and contracting strategies development and strategic options

4. Work effectively with Genentech executives to transfer and leverage learning across brands
5. Act as the lead contact on all internal and external communication regarding pricing and contracting strategies, philosophies and practices for the assigned therapeutic areas and/or customer segments; includes responding to internal/external inquiries regarding Genentech's pricing and contracting philosophies and practices
6. Develop internal/external reports, presentations and training to educate others in Genentech's pricing and contracting philosophies and practices
7. Take a leadership role in training other team members and internal partners/stakeholders in pricing and negotiating theory/application
8. Support manager in longer-range departmental planning; determining resource requirements, headcount, infrastructure, systems, tools and the like
9. Act, and is accountable for others in his/her team acting, in complete & total compliance with all laws, regulations and policies

Who You Are

1. Bachelors Degree (general business, managed health care, or finance disciplines are preferred)
2. MBA or other related graduate-level degree is preferred (e.g., PharmD or PhD)
3. 8 years previous multi-functional experience in contracting, pricing, managed care, health economics, strategic planning, finance and/or other related fields within the pharmaceutical/biotechnology or related industry
4. Must demonstrate 2 or more years specific experience in effectively leading cross-functional strategy development teams
5. An average of 2 or more years previous people management experience
6. Expert-level knowledge in one or more Genentech therapeutic areas relative to marketing value; cross-portfolio expertise is a plus
7. Outstanding knowledge of Genentechs distribution strategy
8. Advanced abilities in competitive and customer negotiating game theory modeling and strategy development; demonstrable abilities to anticipate competitive and customer reactions to negotiating tactics and strategy
9. Expert-level knowledge on payer and provider environments relative to their impact on sales, marketing, pricing and contracting Genentech brands
10. Must demonstrate outstanding knowledge of the current policies and guidelines that affect government and commercial contracts, contract administration, pricing, etc.
11. Must demonstrate strong working knowledge of systems and reporting mechanisms that support contract administration particular to the pharmaceutical/biotechnology or related industry
12. Must demonstrate a high level of proficiency with Microsoft Excel, and Word (proficiency with MS Access is a plus)
13. Previous experience in other functions within the pharmaceutical, biotechnology or related industry is preferred, e.g., product marketing, managed care marketing, field sales, field

Genentech is an Equal Opportunity Employer.