

Associate/Retinal Field Reimbursement Account Manager - New York City & New Jersey North

Job ID: 00414594

Job Function
Sales & Marketing

Schedule
Full-time

Location
United States-Massachusetts
Massachusetts

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 an Associate Field Reimbursement Manager or Field Reimbursement Manager level.

The Territory for this position will cover New York City and New Jersey North.

Candidate can live within any of these territories, but would prefer New York City.

The Retinal Field Reimbursement Manager (RFRM) helps to minimize reimbursement barriers for patients and providers and, therefore, helps to optimize access to Genentech products in the assigned therapeutic area. The FRM works closely with internal partners, supporting targeted accounts, and helping resolve reimbursement issues or concerns. They also develop ethical and customer-oriented reimbursement tactics, and proactively communicate payer criteria/terms and practices, as these relate to reimbursement for the assigned GNE products.

- Works with internal partners to review franchise, managed care, and divisional field sales business plans and objectives
- Acts as a subject matter expert on the payer landscape relevant to the assigned

Genentech therapeutic area(s)/product(s)

- Acts as a conduit between the Field and Home Office Genentech functions for all public and private payer policies and practices that impact patient access to Genentech products
- Assists Coverage & Reimbursement with individual case management needs
- Develops ethical and customer-oriented reimbursement tactics
- Trouble-shoots field account reimbursement issues, needs, concerns, or challenges
- Spends majority of time visiting customer accounts in the field
- Proactively communicates and explains Genentech-specific reimbursement programs, policies, procedures and resources
- Works with relevant state, institutional or other societies
- Complies with all laws, regulations and policies that govern the conduct of GNE activities
- Business travel, by air or car, is regularly required
- In addition to passing Genentechs background screening, the employee must submit to and pass additional background screening as required by some institutions and health facility sales accounts (additional screening requests may include but are not limited to background checks, immunization, TB, HIV, hepatitis, and drug screening)

"This position requires significant use of either a company provided or personal vehicle to perform the essential duties and responsibilities of the role. As a result, Genentech, Inc. (Company) from time to time will check your motor vehicle record for purposes of determining your eligibility for driving a Company vehicle or driving any vehicle on Company business."

Who You Are

- Bachelors Degree
- MBA or other related graduate-level degree is preferred
- 5 or more years' work experience
- A minimum of 2 or more years' direct experience with managed care and reimbursement is required, either directly within/from the pharmaceutical/biotech industry or relevant, large-scale practice management
- Must demonstrate excellent working knowledge of reimbursement and the practice management environment
- Previous experience in same therapeutic area(s) is strongly preferred
- Previous experience with both private & public payers is strongly preferred
- Previous experience in other functions in the pharmaceutical/biotech industry is a plus, e.g. product marketing, managed care marketing, field sales/sales management, field account management, etc.
- Proven track record for consistently meeting or exceeding goals and objectives
- Previous experience in completing & implementing attainable business plans

Genentech is an Equal Opportunity Employer.