Neurological Rare Disease Specialist - Boston

Job ID: 201904-111706

Job Function
Sales

Location
Boston
Massachusetts
United States of America

Company/Division
Pharmaceuticals

Schedule
Full time

Job type
Regular

Job Level
Individual contributor

The Position

Neurological Rare Disease Specialist - Boston

Rigorous and groundbreaking science has always been at the core of what we do at Genentech. Our R&D activities are focused on applying excellent science to discover and develop potential new medicines with the goal of becoming first-in-class or best-in-class therapeutics.

Genentech has numerous molecules in Phase I, II and III clinical trials in neuroscience disease areas including but not limited to Spinal Muscular Atrophy (SMA), Huntington’s Disease (HD), Alzheimer’s and Autism. Additional information on Genentech’s neuroscience pipeline can be found here - https://www.gene.com/medical-professionals/pipeline

Rare Diseases are common in neurology and due to the prevalence of neurological symptoms in rare diseases- of the estimated 7,000 known rare diseases that lead to significant morbidity and mortality in 25 million people in the United States, a third are thought to include a neurological component.

People with neurological rare diseases often wait for a long time for a correct diagnosis and treatment. Although a limited number of orphan drugs are approved for neurological conditions, many orphan drugs are in development. People living with a neurological rare disease and their caregivers are highly engaged in their treatment and with their communities via local advocacy chapters where they often attend meetings and events along with the HCPs. Our marketing team is working closely with our legal and compliance partners to ensure we are prepared to support our customers while engaging compliantly and consistent with our values. As we embark on this journey, we are seeking to build
strong, customer-focused teams who will represent Genentech with integrity.

The **Neurological Rare Disease Specialist** manages and develops long-term relationships with physicians and other customers for the customer accounts in the assigned territory. As such, they will represent the assigned GNE brand(s) and their approved indications; helping external customers such as physicians, nurses, etc. learn about the clinical information of the assigned GNE brand(s) in relation to the applicable therapeutic area/disease state.

**Interested candidates should demonstrate the following:**

- You have significant customer field experience in the pharmaceutical / biotechnology industry and have the entrepreneurial spirit and to help build our U.S. business and team.
- You have represented specialty drugs before, have product launch experience and may have specific neuroscience, rare disease and/or orphan drug experience.
- You regularly demonstrate your integrity, entrepreneurialism, nimbleness, flexibility and team spirit.
- You enjoy working in a team environment and collaborating with other business partners in the field who also support your customers.
- As an experienced field professional, you have consistently met or exceeded performance expectations and other critical business goals and metrics in a highly complex and competitive market.
- You understand payer and reimbursement landscape, and will support customers to remove access burdens for appropriate patients to receive treatment
- You have experience working with practice managers, societies and other reimbursement entities

**Example Duties and Responsibilities:**

- Shares on label clinical information with appropriate HCPs
- Partners effectively with Patient Assistance Liaison (PAL) to ensure positive end to end HCP, Patient, Caregiver experience
- Responsible for meeting or exceeding assigned performance goals
- Partners with PAL to effectively develop robust local geography business plans in collaboration with internal partners, as needed.
- Develops strong and long-term relationships with customers in all assigned accounts
- Participates in the development and execution of compliant, customer oriented local geography reimbursement strategies and goals to support HCPs and patients
- Works closely with PAL and Case Manager roles to proactively identify trends.
- Presents the assigned GNE brands in a professional, compliant, ethical and effective manner; helping external customers understand the benefits and use of GNE brands
- Monitors operating costs and compliance with territory budget
- Complies with all laws, regulations and policies that govern the conduct of GNE activities
- This role will be compensated on base salary and MBOs field IC
- Business travel, by air or car, is regularly required

**Key Competency Profile:**

- Technical & Business Expertise
- Inspiring & Influencing
- Achieving Results
- Decision Making
Qualifications and Experience: unless stated as “preferred” or “a plus,” all other criteria is required

- Bachelors Degree
- 5 or more years’ customer field experience in the pharmaceutical / biotechnology industry preferred
- New product launch and reimbursement experience is strongly preferred
- Outstanding interpersonal, presentation, influencing and negotiation skills; you have highly developed consultative selling skills and help your customers find solutions to their needs or problems
- Neuroscience, rare disease and/or orphan experience preferred
- Proven track record of meeting or exceeding objectives & goals
- Previous experience in achieving specific brand performance plans or other financial targets is preferred

NOTE:

This is a remote position that 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.

Success in this role will often require Account Specialists to attend events and meetings during evenings and weekends. This person is expected to prioritize these events and meetings in order to represent Genentech and support patients and caregivers in their communities. While work hours are typically not to exceed 40 hours per week, flexible schedules to accommodate evening and weekend work will be operationalized.

Who We Are

A member of the Roche Group, Genentech has been at the forefront of the biotechnology industry for more than 40 years, using human genetic information to develop novel medicines for serious and life-threatening diseases. Genentech has multiple therapies on the market for cancer & other serious illnesses. Please take this opportunity to learn about Genentech where we believe that our employees are our most important asset & are dedicated to remaining a great place to work.

Genentech is an equal opportunity employer & prohibits unlawful discrimination based on race, color, religion, gender, sexual orientation, gender identity/expression, national origin/ancestry, age, disability, marital & veteran status. For more information about equal employment opportunity, visit our Genentech Careers page.