Senior or Government Contracts & Strategy Manager

Job ID: 201910-131476

Job Function
Government Affairs

Location
South San Francisco
California
United States of America

Company/Division
Pharmaceuticals

Schedule
Full time

Job type
Regular

Job Level
Individual contributor

The Position

With Government entities being Genentech’s largest customer, the Government Programs (GP) team within Managed Care and Customer Operations (Channel and Contract Management) is responsible for managing the complexities of Government Pricing to enable patient access through the federal drug programs (Medicare, Medicaid, 340B, Veterans Affairs and Department of Defense Federal Supply Schedule & TRICARE). GP does this by reporting accurate pricing calculations, paying government rebates and providing strategic value to its managed care partners. Collectively, these efforts help Genentech meet evolving business needs and foster a culture of compliance around government programs.

Government Contracts & Strategy Manager

Reporting directly to the Associate Director of Government Programs, the Government Contracts and Strategy Managers support Government Programs (GP) teams and collaborates with key business partners to deliver deep insights and actionable strategic and tactical recommendations that enable Genentech to rapidly and appropriately adapt to evolving U.S. government payer practices, policies, relevant legislation, regulations, trends and other dynamics, all in compliance with strict accuracy targets, laws, regulations and GP methodology as well as all applicable Genentech policies and guidelines. This position may participate in and lead various cross-functional teams and projects, assess and recommend solutions and communicate to relevant stakeholders and management.

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In addition to the above, fundamental to this position at the E5 level is the ability to expertly lead, manage and influence on complex, innovative and strategic projects, strong decision-making and ability to resolve issues with high compliant and long-term results.

Date: 11/26/19
Review managed care strategy proposals to identify and resolve (if necessary) implications for government programs reimbursement rates and access, and GP operations (e.g., government price calculations, Medicaid payments)

• Frame and structure approach, research, analyze and synthesize information and recommendations on the evolving external landscape and internal strategic proposals
• Perform complex, strategic analysis of Medicaid, Medicare, 340B and VA/FSS data, including advanced forecasting, predictive analytics and trending, in order to proactively address current and future scenario planning
• Support or lead government pricing regulatory, compliance, and analytics activities pertaining to Medicare, Medicaid, VA/FSS, 340B, and/or state regulations. Support or lead within GP and across the organization with internal and external stakeholders
• Maintain assigned government program methodologies, ensure they are kept up to date
• Partner across GP teams and internal stakeholders to interpret changes in laws and regulations, assess the effect on complex pricing and contracting strategies, government payer claims and rebates, government reporting requirements and help ensure strategic and operational readiness across GP, Channel Operations, Government Affairs and MCO
• Act as a lead and/or subject matter expert for others and influence on cross-functional teams and strategic and/or operational projects which may be complex and innovative
• Work cross-functionally to identify, educate and communicate on changing trends and potential impacts or other implications for Genentech’s current and future business
• Develop and cultivate strong relationships across team and organization as well as externally with government agencies
• Create, implement, prepare and publish scorecard reports, various analytics, compliance and other ad hoc reports
• Ensure audit preparedness and support internal and external audits
• Develop materials, train and educate others outside of the department

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(In addition to the above Government Contracts & Strategy Manager Key Responsibilities)

• Expertly lead, manage and influence cross-functional teams on strategic, operational, and/or system projects which may be complex and innovative. Provide issue resolution with high compliant and long-term results while improving upon department efficiency and overall effectiveness
• Act as a lead and/or subject matter expert and trainer on government payers and programs, as these relate to government pricing, contracting, administration, reporting and related matters
• Effectively contribute to various management activities across GP, including review and approval processes, development and delivery of training & development programs, leadership in SOP, systems, processes, data, and other tool development and implementation
• Build relationships and work collaboratively with all internal and external partners and stakeholders including government officials
• Create and communicate presentations to colleagues and senior management and must be able to communicate insights at various levels to be effective
• Lead internal and external audits
• Align, motivate and inspire yourself and others to work in accordance with the Genentech Operating Principles?

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Key Competency Profile: The successful candidate will demonstrate the following competencies critical to this role:
Technical and Business Expertise:
- Have/or able to acquire a deep understanding of government programs and government pricing regulations
- Have aptitude for and enjoy detailed technical data, apply knowledge to improve results in an operational setting and contribute to overall team success

Strategic Agility:
- Ability to assess complex long term objectives, business strategies, and government regulations, translating these into operational outcomes.
- Leverage critical thinking and problem solving skills to develop and implement streamlined and compliant business processes and systematic solutions
- Gathers all necessary information, uses good judgment to make decisions and knows when to escalate decisions to the appropriate level
- Is aware of what groups or individuals may be impacted by decisions and consults with them throughout the decision making process
- Is able to articulate the rationale behind any decisions and recommendations made

Teamwork and Collaboration:
- Desire to work in a team environment where the results of the individual contribute to moving the team forward and achieving the team goals
- Capable of addressing and resolving conflict by creating an atmosphere of openness and trust, establishes strong collaborative relationships within and across teams

Decision Making:
- Demonstrate leadership in Manager’s absence

Qualifications
You are someone who wants to influence your own development. You are looking for a company where you have the opportunity to pursue your interests across functions and geographies. Where a job title is not considered the final definition of who you are, but the starting point.

Government Contracts & Strategy Manager
- Bachelors Degree in areas of General Business, Finance or Public Policy Disciplines is preferred
- MBA or other related graduate-level degree is a plus
- A minimum of 4-6 years’ work experience in government programs or related analytics
- 2 or more years’ experience in the pharmaceutical/biotechnology or related industry, highly preferred
- Strong knowledge/understanding of drug contracting, government and commercial customers, and the distribution channels
- Demonstrable knowledge of the different state and federal government agencies that purchase pharmaceutical/ biotechnology or related industry products
- Demonstrable knowledge of the current policies and guidelines that affect government programs, pricing and payment adjustments (e.g., Medicare, Medicaid, Veterans Affairs)
- Strong knowledge of systems and reporting mechanisms that support contract administration particular to the pharmaceutical/biotechnology or related industry
- Must demonstrate a high level of proficiency with Microsoft Excel, and Word
- Previous experience in other functions within the pharmaceutical, biotechnology or related industry is preferred
- Working knowledge of relevant pricing and contracting strategy development methodologies and modeling (quantitative and qualitative)
• 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 or conferences

**Senior Government Contracts & Strategy Manager**

• Bachelors Degree in General Business, Finance, or Public Policy Disciplines
• MBA or other related graduate-level degree is preferred
• A minimum of 5-10 years’ work experience in government programs or related analytics
• 3 or more years’ experience in the pharmaceutical/biotechnology or related industry, highly preferred
• Strong knowledge/understanding of drug contracting, government and commercial customers, and the distribution channels
• Demonstrable/expert knowledge of the different state and federal government agencies that purchase pharmaceutical/biotechnology or related industry products
• Demonstrable/expert knowledge of the current policies and guidelines that affect government programs, pricing and payment adjustments (e.g., Medicare and Medicaid)
• Strong knowledge of systems and reporting mechanisms that support contract administration particular to the pharmaceutical/biotechnology or related industry
• Must demonstrate a high level of proficiency with Microsoft Excel, PowerPoint and Word
• Working knowledge of relevant pricing and contracting strategy development methodologies and modeling (quantitative and qualitative)
• Previous experience in other functions within the pharmaceutical, biotechnology or related industry is a preferred,
• 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

**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](#).