



## Company Overview

Esperion is a small company doing big things. Our innovative team of lipid management experts are committed to leveraging our understanding of cholesterol biosynthesis to develop innovative therapies for the treatment of patients with elevated low-density lipoprotein (LDL-C). At Esperion we are passionately committed to bringing complementary therapies to the hypercholesterolemia space that address unmet patient needs in a way that is “patient-friendly, physician-friendly and payer-friendly.”

Esperion’s corporate headquarters are located in Ann Arbor, MI. The Company offers a competitive salary including a performance-based bonus program and stock-based compensation, a comprehensive benefits package including a 401(k) matching plan and health insurance, and paid time off and holidays.

## Position Title: Director, Commercial Finance & FP&A

The Director, Finance – Commercial will be the financial business partner for the commercial organization supporting future commercial products. This position will provide financial analysis and partner with the commercial team to perform commercial planning, financial forecasting, budget-to-actual variance reporting and financial modeling. Responsible for implementing best practices in commercial FP&A utilizing data driven analysis for financial planning and general business and financial analyses. This role will report to the Chief Financial Officer.

## Preferred Location: Remote – US or Ann Arbor, MI

## Essential Duties and Responsibilities\*

- Partner with all areas of the commercial organization to prepare annual budget and long-range operating plan.
- Provide guidance and analysis to support pricing and discounting decisions. This includes representing finance in cross functional reviews to recommend list prices for new products, setting the contracting and discounting strategy, and reviewing individual contract proposals.
- Partner with the Controller function on aspects of the monthly and quarterly close process, including managing the Gross to Net revenue process, expense accruals, management reporting, and budget vs. actual variance analysis. Prepare and present results to Commercial, Finance and executive leadership.
- Partner with the commercial forecasting lead to create an annual revenue forecast and support the quarterly latest estimate process.
- Partner with Technical Accounting and the Commercial team to analyze and influence complex contract proposals that may have revenue recognition implications.
- Perform economic evaluations of projects and investments to improve operational performance, providing an economic framework for evaluating results by territory or region; and creating financial models for the evaluation of potential acquisitions and/or business relationships.
- Monitor and develop insights from key business drivers including demand, inventory, payer mix, pricing, and market share.
- Challenge and develop current process and methodologies and push for improvement to increase the efficiency and effectiveness of our reporting and analysis.
- Provide ad-hoc analyses and other project support to the Chief Commercial Officer and Commercial leadership team.

## Qualifications (Education & Experience)

- Bachelor's Degree in Finance, Accounting, or related field and MBA preferred. CPA, CFA preferred.
- Minimum 10 years' experience with at least 3-5 years in public accounting firm and 5-7 years of in-house finance or accounting experience with increasing levels of responsibility.
- FP&A experience with commercial bio-tech or pharmaceutical organization is required.
- Experience in a high-growth, global organization a plus.
- Experience leading financial reporting, financial analysis, and budgeting processes.
- In-depth proficiency in aspects of accounting and finance and knowledge of US GAAP is required.
- In depth knowledge of US Healthcare Systems, Business Intelligence, Planning and ERP systems is required.
- Proficiency in Microsoft Office products, including demonstrated experience using Excel to build and maintain complex financial models as well as perform financial and data analysis.

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**All qualified applicants are requested to submit a cover letter and CV via email to [hr@esperion.com](mailto:hr@esperion.com).**