

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: Head of Alliance Management

The Head of Alliance Management will provide oversight and management of strategic partnerships, coordinating with various functional area stakeholders across the organization. This role will be responsible to establish and grow our alliance management group. The ideal candidate will have experience managing global alliances in Europe and elsewhere. This is available as a remote position from a home based office.

Preferred Location: Remote – US

Essential Duties and Responsibilities*

- Oversight and management of strategic partnerships, coordination with various functional area stakeholders across the company including R&D, commercial, regulatory, finance, legal (including intellectual property) and manufacturing
- Participate as a key stakeholder in internal partner meetings such as lifecycle management meetings, etc.
- Oversees joint governance committees to ensure the right leaders are involved, set meeting agendas ensure company teams are properly aligned and prepared with meeting deliverables while minimizing escalation issues, and addressing resolution plans
- Set direction with contract negotiations, re-negotiations and evolve the partnerships to meet future business, working closely with business development colleagues
- Incorporate highly efficient, scalable systems and technology to enhance efficiencies in managing alliances and partnerships
- Manages budget and oversees spend for all partnerships
- Provide leadership to continue to foster the Company environment; creating and driving transparency with teamwork dynamics, providing a highly motivating and innovation culture through inclusion, while leading with excellence and integrity

**additional duties and responsibilities not listed here may be required*

Qualifications (Education & Experience)

- B.A. required (M.S. or Ph.D in Life Sciences preferred)
- 20+ years' experience in the pharmaceutical industry including expertise in direct-line executive management in alliance management and/or partnership, corporate or business development, drug development compliance or regulatory, commercial policies and practices, new product planning, portfolio management and lifecycle management. At least 4 years in alliance management.
- Track record of having managed successful alliances, particularly in Europe, as well as a desire and ability to perform both at a strategic leadership level as well as in a hands-on capacity.
- Demonstrated excellence in executive leadership towards project management and effectively managing multiple projects/priorities
- Demonstrated ability to lead within a complex matrix organization
- The ideal candidate needs to have strong leadership skills, the ability to drive results and be able to influence leaders across different functions
- Strong collaboration skills, leadership presence and business acumen
- Ability to effectively work remotely
- Excellent interpersonal, oral, and written communication skills, including specifically, the skills needed to manage difficult conversations and interactions as they arise

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All qualified applicants are requested to submit a cover letter and CV via email to hr@esperion.com.