

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: Senior Director, Contracting and Trade

Senior Director, Contracting and Trade is responsible for the development, implementation, and ongoing oversight of all contracting strategies across targeted segments as well as the management of all supply-chain related activities, specifically focused on the 3PL and key Trade customers. The individual will partner with commercial leadership to ensure the creation, implementation, and ongoing support of all job responsibilities required to achieve annual objectives for the role.

Preferred Location: Remote - US

Essential Duties and Responsibilities*

- Develop and implement strategic contracting guidelines designed to maximize product access across all targeted segments (Commercial, Medicare, Government, etc.) while minimizing barriers to coverage such as Step Edits/NDC Blocks and optimizing net profitability in line with brand objectives.
- Support Account Director team in securing contracts with key Trade Accounts (ABC, Cardinal, McKesson, etc.) as well as building relationships in the Retail space (CVS, Walgreen’s, Walmart, etc.).
- Collaborate with Key Account Directors to fully understand and incorporate feedback from Managed Care customers as it relates to contract offers and strategies.
- Develop and execute Trade distribution strategies to ensure availability of Esperion products at launch and throughout the Brand life cycle
- Oversee the distribution of all Esperion products and mitigate any supply-related issues that may arise
- Collaborate with internal Finance and Sales Operations teams to quantify impact of distribution trends on Forecasts and Gross-to-Net
- Ensure 3PL and other trade partners are fully prepared for efficient product movement and sales reporting
- Serve as Secretary of US Pricing Committee. Ensure all pricing actions and contract offers outside of pre-established guidelines are fully analyzed from a financial, marketing, and legal perspective. Ensure all voting members of Pricing Committee have reviewed and approved any such offers.
- Model various contracting scenarios and their impact on overall sales and gross-to-net.
- Establish and maintain WAC pricing for US products. Submit and monitor drug pricing in the external pricing databases (First Data Bank, MediSpan, etc.).
- Oversee all Government price reporting and contracting in conjunction with outsourced vendor. This includes development of internal methodology, implementation of SOPs, and ongoing reporting through the required Government channels.

- Collaborate with Brand Teams to ensure pricing and contracting strategies are in line with Brand Objectives and fully support attainment of Brand financial goals.
- Review all customer contracts to ensure contract language is acceptable and does not place any undue stipulations upon Esperion. Provide red-line comments back to customers addressing any areas of concern that may need to be discussed or negotiated.
- Analyze and submit for payment any customer rebate requests resulting from fully-executed contracts. Perform regular trend analyses to ensure accuracy of rebate payments and ensure rebate rates are in line with expected gross-to-net

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

Qualifications (Education & Experience)

- Bachelor's degree in business or life science discipline
- 10+ years of experience in pharmaceutical operations, trade, or finance required;
- Experience in building teams and in launching new products and services
- Demonstrated success in managing multiple activities across a portfolio
- High level of analytical and problem-solving skills
- Previous experience operating in a small company, fast paced environment.
- Demonstrated ability to develop effective / collaborative working relationships with Commercial Leadership.
- Ability to understand business requirements, propose solutions, gain alignment and execute plans successfully
- Ability to coordinate and influence the efforts of cross-functional teams
- Ability to prioritize and manage concurrent and, occasionally, competing initiatives
- Effective listening and communication skills; gathers input from key stakeholders; communicates scientific and commercial strategies clearly and timely to senior leadership
- Strong analytical skills and attention to detail
- Strong organization and planning skills
- Focus on process improvement and the development of sustainable / predictable solutions
- Ability to develop and articulate actionable, fact-based, insights and recommendations
- Ability to synthesize data from multiple sources to address complex business questions
- Proficient with other Microsoft Office applications including PowerPoint and Word to develop various presentations, reports, and documents for a variety of constituencies at Esperion

Notice to Agency and Search Firm Representatives: *Esperion Therapeutics is not accepting unsolicited assistance from agencies and/or search firms for any job posted on this or a referring site. Please, no phone calls or emails. All resumes submitted by an agency and/or search firm to any employee at Esperion via email, the internet, or in any other form and/or method without a valid written agreement in place will be deemed the sole property of Esperion. No fees will be paid in the event that a candidate is hired by Esperion as a result of an unsolicited agency and/or search firm referral.*

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