



Position: Regional Director, Corporate Account Solutions (CAS)

JOB DESCRIPTION:

Positions the value of Heron products to account senior leadership to create business partnerships. Leads account teams to achieve Integrated Delivery Network (IDN), Group Purchasing Organization (GPO), and health plan account goals. Using strong market place knowledge, develops and executes account strategies designed to achieve brand objectives.

ESSENTIAL DUTIES & RESPONSIBILITIES:

- Partner with executives (CEO/COO/CMO/CNO/Quality) of strategic regional accounts, GPOs and health plans to create mutually beneficial business relationships.
- Lead cross-functional teams to evaluate competitive activity, identify key opportunities, and develop specific market objectives and tactics that optimize business performance.
- Collaborate with Sales and Sales leadership, National Director CAS, and Medical Affairs to secure product access and pull through to position Heron as a leader in the respective disease categories.
- Provide expertise to customers and internal partners in reimbursement strategies and issues concerning the acute care market.
- Responsible for resource optimization for aligned accounts and market business opportunities.
- Provide expertise in legal/compliance issues around all aspects of customer engagement.
- Drive, negotiate, and implement innovative contracts and brand strategies; coordinate pull-through activities.
- Track, problem solve, and analyze contracted product performance and communicate account performance broadly with key stakeholders.
- Meet sales expectations and develop new sales opportunities within aligned accounts.

REQUIREMENTS:

- Bachelor's degree required, MBA or other advanced degree preferred.
- Minimum 7 years of pharmaceutical/medical device industry experience in a sales/marketing role, 3 years in managed market or quality environment are preferred.
- Extensive relationship management, customer network, and consultative sales experience.
- Knowledge and expertise regarding clinical and quality initiatives in hospital marketplace generally and at specific institutions and health plans preferred.
- Expert negotiation skills.
- Financial analysis and modeling capability.
- Excellent communication and presentation skills.
- Solution oriented through the application of advanced problem solving skills.
- Ability to influence support and action from peers and senior leadership.
- Demonstrated clinical and product knowledge in broad range of therapeutic areas preferred.
- Ability to identify, develop, communicate and execute on business strategies based on segment opportunities.



- Strong knowledge of pharmaceutical supply chain management.
- Computer literacy including proficiency in MS Office suite.
- Ability and willingness to travel 30%-70% of the time to accounts, sales and corporate meetings

The above description is intended to describe the general nature of the job and may include other duties as assumed or assigned; it is not intended to be all inclusive or limit the duties of the position.

EOE