



Job Description Template

Position:	Director, Pricing and Contracting
Department:	Market Access

Basic Job Description:

The Director, Pricing and Contracting drives the execution of the US Pricing and Contracting Plan through collaborating with team members and vendors.

This role is a Director level role reporting into Vice President, Market Access and has direct interactions with the Management Team and Vendors.

Duties and Responsibilities:

- Develop, manage, and maintain Nabriva’s brand pricing and contracting strategies through product lifecycle and that align with optimal market performance
- Work with internal stakeholders to develop strategies and recommendations to optimize Nabriva’s pricing and contracting effectiveness, patient access and competitive advantage
- Execution of list and net pricing strategies, and monitoring and evaluation of contract performance for all customer segments (e.g., Managed Care, Non-Federal Hospitals, Long-Term Care, Medicare Part D, Medicaid (FFS & MM), Exchanges and Federal)
- Oversee Government Contract operations, including ensuring accurate and timely submissions across Government Prices, such as AMP, BP, 340B, URA, NFAMP, other state reporting and validations of TPA calculations.
- Function as Government Pricing lead over the Sub-Certification process to assess impact of internal controls and changes to the process flows as they relate to the accurate calculation of Government Price types.
- Build relationships and work collaboratively across the business with all internal/external customers, partners and other stakeholders
- Stay abreast of macro trends in the healthcare environment that potentially impact current and/or future product pricing, contracting and associated strategies across Nabriva’s product portfolio
- Develop analyze and manage contract offering for managed care accounts in collaboration with account management team. Ensure execution of approved and finalized customer contracts; including timely and accurate hand-off to other internal partners/stakeholders
- Monitors existing customer contracts using approved performance methodologies, tools, etc.; includes identifying and recommending opportunities for improvement



- Collect, interpret and disseminate internal and external pricing and contracting information to help internal customers, partners and other stakeholders with timely decision-making, that aligns with brand and corporate opportunities and/or risks
- Work with finance to develop and maintain gross to net forecast and government rebate forecast (including Medicare and Medicaid rebates), and to accurately reflect gross/net revenues and respond to audit requests

Qualifications:

Must thrive working in a fast-paced, innovative environment while remaining flexible, proactive, resourceful and efficient. Excellent interpersonal skills, ability to develop important relationships with key stakeholders, good conflict management and negotiation skills, ability to analyze complex issues to develop relevant and realistic plans, programs and recommendations. Demonstrated ability to translate strategy into action; excellent analytical skills and an ability to communicate complex issues in a simple way and to orchestrate plans to resolve issues and mitigate risks.

- Advanced degree (e.g. MBA) preferred
- 10+ years of biotech/pharma of pricing and contracting experience
- Be a content expert within the Market Access Space. This should specifically include knowledge of the pharmacy and medical benefits, Medicare (FFS and Managed), Medicaid, and Federal purchasing programs
- Deep understanding of Medicare Parts A, B, and D
- Proficient acumen of the relevant policies and guidelines that affect managed care contracts and contract administration, pricing and payment adjustments. Strong knowledge of systems and reporting mechanisms that supports pharmaceutical contract administration. Working knowledge of pricing and contracting strategy development methodologies and modeling
- Demonstrable knowledge of current policies and guidelines that affect contracts, pricing, rebates etc. in the managed care environment
- Excellent Microsoft Office Programs (e.g., Word, Outlook, PowerPoint, etc) and computer skills

Competencies:

- Strong leadership skills, with demonstrated capabilities to be agile and nimble in a start-up organization
- Strong communication skills across all levels of the organization.
- Demonstrated strong interpersonal skills, a flexible, collaborative and team-oriented approach to problem solving, and an ability to work in a fast-paced, rapidly changing environment.