



Position Title: Director, Trade

Department: Commercial

Reports To (title): Vice President Market Access and Trade

Location: King of Prussia, PA

Date: 8/7/17

Exempt Non-Exempt

Summary of Position:

This position plays a critical role in the creation and execution of the trade and distribution strategy for Paratek Pharmaceuticals across all channels. The role will have responsibility for developing and co-leading negotiations on trade contracts to bring Paratek products effectively and efficiently to the market. In addition, he/she will be responsible for maintenance of inventory levels in the channel. He/she will manage the trade and distribution operating budget and will be responsible for price reporting to the compendia, rebates and chargebacks, contract compliance and be the commercial point of contact for our trade and distribution activities.

Position Responsibilities:

- Develop and execute the Trade and distribution plan for Omadacycline to ensure the implementation of an effective trade strategy are met
- Negotiate and manage the contractual agreements with wholesalers, specialty pharmacies, distributors and other potential channel partners
- Build relationships with the major wholesalers, hospital GPOs, pharmaceutical chains and pricing compendia across the trade channel to ensure that they are informed about the company's products and pricing
- Partner with Tech Operations and Finance in the oversight of the 3PL order process and overall implementation
- Develop distribution related policies and procedures including but not limited to orders, returns and inventory
- Develop and execute HUB, reimbursement services and copay mitigation program
- Work with external vendors and finance to ensure all state distribution licenses are filed and current
- Notify pricing compendia, 3PL and trading partners price increases
- Develop sales-force training materials regarding Trade strategies and programs
- Manage and monitor Trade promotional budget
- Work with marketing to help develop, implement and analyze Trade initiatives to promote brand awareness and advocacy
- Ensure data integrity and adequate data flows between the company and distribution vendors and trade partners; partner with business analytics to develop and disseminate distribution related key performance indicators/analysis. Ensure reporting of accurate information to senior management as well as Managed Access and Field Sales Teams

Candidate Requirements:

- BA/BS required, MBA/MS preferred, or comparable experience
- 10+ years of working in the pharma/biotech space

- 5+ years pharmaceutical industry experience working with wholesale/specialty distributors and specialty and retail pharmacies; strong understanding of typical functions and procedures
- Experience with IV, oral, Hospital, Buy-and-Bill and Medicare Part D products
- Strong understanding of Trade processes and pharmaceutical regulatory requirements; experience working with a sales force
- Ability to build relationships and expand company's presence with distribution partners, pharmaceutical chains and pricing compendia
- Strong communication skills (written, verbal, and presentation)
- Excellent leadership and management skills
- Experience managing people as this position could have 1-2 direct reports
- Ability to work in a fast-paced, highly visible and dynamic environment is critical; able to work effectively with ambiguity and incomplete information
- Ability to influence and lead across functions; operate in a matrix environment

Additional Information:

- Technology needs: Proficiency in full Microsoft Office Suite, trade and distribution reporting and analytics
- Travel requirements (%): Position resides at the Paratek King of Prussia office; must be able to travel ~30% of the time to meet with trade customers, vendors, attend internal/external meetings and conventions etc. as appropriate