



### JOB DESCRIPTION

**Position Title:** Director, State Government Affairs (Western Region)

**Department:** Government Affairs

**Report To:** Vice President, State Government Affairs

**Job Summary:** The Director, State Government Affairs (Western Region) is responsible for developing and maintaining strong relationships with government representatives and regulators on a regional basis at the state level to further initiatives and projects that promote the policy goals and objectives of the Association for Accessible Medicine (AAM). The role works closely with the sciences & regulatory affairs, policy & strategic alliances, and communications staff at AAM to help develop and coordinate strategic plans and materials.

#### Essential Duties and Responsibilities:

- Assist the SVP, Government Affairs and the VP, State Government Affairs in the direction and organization of all efforts within designated region in the Government Affairs department.
- Provide strategic guidance and oversee tactical implementation of regional statewide initiatives to support AAM priorities.
- Promote and further AAM and the generic industry's interests within region for all state government matters with state legislatures, governors, Medicaid departments, etc.
- Develop a working knowledge of states' positive and negative generic legislation, regulations, and practices; work with stakeholders to foster a pro-generic atmosphere in assigned states.
- Monitor state legislation in assigned region and react accordingly; testify, educate, and work to defeat proposed anti-generic/biosimilars legislation.
- Cultivate allies within region to educate and promote pro-generic legislation that would increase utilization or access.
- Manage relationships with member companies' state affairs contacts; be clear and consistent on expectations, communication, and deliverables; actively participate in weekly conference calls.



- Draft, analyze, and/or present legislation, amendments and testimony as necessary for hearings, committee meetings, summer studies, etc.
- Monitor, analyze, and respond to current and potential legislation related to the generic industry.
- Travel to attend meetings and other events to represent the generic industry and AAM.
- Be a point of contact for political constituency organizations such as DGA, RGA, NCSL, DLCC, RLCC and ensure these relationships are being maximized.
- Work with industry allies on issues and form coalitions when appropriate.
- Manage and coordinate state consultants.
- Perform other duties as assigned consistent with the goals of AAM.

**Qualifications:** To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Strong knowledge of health care and pharmaceutical legislation and regulation.
- Exhibits a strategic orientation and extensive understanding of government practices and public policy development.
- Ability to be politically savvy, well known in key agencies and state governments.
- Ability to build coalitions in order to drive a legislative and/or regulatory agenda.
- Ability to be diplomatic, resourceful and persuasive.
- Ability to anticipate challenges and effectively resolve conflict by identifying opportunities.
- Ability to work creatively and with flexibility in a fast paced environment while maintaining high work standards.
- Ability to work independently as well as collaboratively with internal and external stakeholders, a keen sense of protocol.
- Ability to prioritize and manage multiple initiatives simultaneously.
- Ability to demonstrate business-savvy judgement.
- Ability to take responsibility for assignments and see them through to a successful completion with little oversight.
- Ability to develop rapport and engender trust, transparent.

- Ability to inspire and motivate constituents.
- Ability to balance multiple requirements of internal and external constituents with a flexibility and a steady temperament.
- Exceptional written and oral communication skills.
- Exceptional organizational and project management skills for timely implementation of projects involving multiple functions and external resources.
- Exceptional interpersonal skills, a focused listener.
- Exhibits a positive attitude and professional demeanor.
- Exhibits a high degree of personal initiative.
- Effective negotiation skills.

### Education and Experience Requirements:

- Bachelor's Degree, required; advanced degree in political science, business, public policy, or an equivalent, desirable.
- 5+ year of experience spent in state government affairs with a major company or association, a State Legislative or Congressional staffer, or as a public servant in a relevant government department or agency, required
- Experience in health care policy or with the pharmaceutical industry, preferred
- Supervisory experience, preferred

**Physical Demands:** The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of the job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- None

**Work Environment:** The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of the job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Standard office environment



## Your Generics and Biosimilars Industry

Travel: up to 40%

This job description does not imply that the stated requirements are the only expectations for the position. Incumbents are expected to perform any other duties that may be assigned. AAM has the right to revise this job description at any time. AAM is an “at will” employer and as such, neither this job description nor your signature constitutes any form of contractual agreement between you and AAM.

Acknowledgement:

Name: \_\_\_\_\_ Date: \_\_\_\_\_

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