



JOB DESCRIPTION

Position Title: Director / Senior Director, Strategic Alliances

Department: Policy and Strategic Alliances

Report To: Senior Vice President, Policy and Strategic Alliances

Salary: Exempt, \$135,000 - \$200,000

Last Revision Date: January 10, 2025

Job Summary: The Director/Senior Director, Strategic Alliances, working with the Senior Vice President, Policy and Strategic Alliances and other team members of the Association for Accessible Medicines (AAM), develops and sustains partnerships that forward AAM's mission and strategic policy goals. The Director/Senior Director, Strategic Alliances will work to identify/develop education and outreach opportunities for stakeholder engagement, consistent with the Association priorities, and serve as liaison for AAM's and the Biosimilars Council's engagement with diverse third-party organizations, groups, and coalitions.

Essential Duties and Responsibilities:

- Identify key third-party organizations, groups, and coalitions that identify with AAM's and the Biosimilars Council's mission and strategic policy goals, including patient, provider, employer, taxpayer, consumer and other industry-related organizations. Serve as the lead AAM/Council contact for these Strategic Allies groups.
- Develop strategies on how to effectively engage with such stakeholders and work cross-functionally with internal teams and membership to coordinate alliance activities and execute against these strategies.
- Conduct proactive outreach, to include communication, education, and engaging these stakeholders regularly via all mediums (i.e. individual meetings, phone calls, events, public meetings, and networking).
- Contribute to maintaining a consistent and coherent voice as part of AAM's overarching communications to stakeholder community.



- Work with internal teams to stay abreast of trends and developments in generic industry as it relates to impact/emerging opportunities for stakeholder engagement.
- Work with policy team to analyze and synthesize complex policy-related materials into understandable and digestible language for third-party organizations, groups, and coalitions; provide support to assist key organizations with deliverables where appropriate.
- Participate in and/or oversee the production of research reports, brief policy papers, web tools, social media, and other educational materials for internal and external use.
- Assist in identifying research priorities and appropriate methodologies and assist in overseeing research done on behalf of AAM, including research and analysis for engaging third-party organizations.
- Oversee vendors and management of contracts with consultants related to alliance development work.
- Perform other duties as assigned consistent with the goals of AAM/Council.

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.

- Advanced knowledge of health care policy.
- 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 conduct and oversee research projects
- 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 applicable field, preferred.
- 8+ years of professional experience with related health care policy experience, required
- Experience in health care or pharmaceutical industry, required.
- Experience with advanced healthcare policy, required.
- Experience building successful relationships with patient advocacy organizations, required.
- Experience developing communications and advocacy strategies and campaigns, required.
- Supervisory experience, preferred.

Travel: up to 25%