

### JOB DESCRIPTION

**Position Title:** Vice President, State Government Affairs

**Department:** Government Affairs

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

**FLSA:** Exempt

**Last Revision Date:** 2020 03 01

**Job Summary:** The VP, State Government Affairs will serve as a senior strategist and lobbyist in partnership with the SVP, Government Affairs and other members of the State Government Affairs team to represent the Association for Accessible Medicines (AAM) and its member companies' interests before State legislators, regulators and other state and local governmental entities. The role is responsible for defining public policy priorities and devising and implementing state-centric strategies to advance AAM's legislative, regulatory and political agenda.

#### Essential Duties and Responsibilities:

- Monitor and review legislation and regulation impacting the generic and biosimilar pharmaceutical industry across all 50 states, the District of Columbia, and local jurisdictions.
- Identify public policy priorities;
- Devise and implement state-based strategies to advance AAM's legislative, regulatory, and political agenda.
- Develop and maintain awareness of potential legislative or regulatory trends that could impact AAM members.
- Develop short- and long-term goals in support of the state government affairs strategy and establish methods of measuring the impact on and contribution to AAM and its members.
- Lead the promotion of AAM's objectives through compelling advocacy throughout key state legislatures.
- Identify, develop, preserve, and enhance AAM's critically important relationships in key states by working with leading legislators, partners, and allies.
- Collaborate with the SVP of Government Affairs on department budget/performance metrics, outside consulting contracts, deliverables, and relationships.

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- Represent AAM before state legislatures, political organizations, and policy groups.
- Provide regular updates to SVP, CEO, member companies, and Board members, as necessary.
- Supervise State Government Affairs staff and consultants.
- Coordinate with other units within the organization to ensure all organizational assets are harnessed to achieve goals.
- Anticipate and develop strategies to counter opponent stakeholders in any coordinated state efforts.
- Perform other duties as assigned consistent with the goals and priorities 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.

- Exhibits a strategic orientation and extensive understanding of government practices, particularly at the state level.
- Exhibits capability to lead the development and implementation of public policy strategy and how it fits into the “big picture” goals of the organization and the industry.
- Ability to be politically savvy, with strong relationships throughout state-based legislative networks.
- Ability to build and lead coalitions in order to drive a legislative and/or regulatory agenda.
- Ability to build, maintain, and expand relationships with key stakeholders important to AAM advocacy.
- Ability to anticipate challenges, identify opportunities, and effectively resolve conflict.
- Ability to manage a team of state government staff, providing effective guidance, motivation, and feedback.
- 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.
- Ability to prioritize and manage multiple initiatives simultaneously.
- Ability to demonstrate business judgement.

- Ability to balance multiple requirements of internal and external constituents with a flexibility and a steady temperament.
- Ability to be diplomatic, resourceful, and persuasive.

### **Education and Experience Requirements:**

- Bachelor's Degree, required. Advanced degree in political science, public policy, or an equivalent, highly desirable.
- 10+ years of experience spent as government affairs leader with a major company or association, a long-term legislative position, or as a senior public servant in a relevant government department or agency, required.
- Extensive experience developing and implementing a state advocacy strategy, short and long term, required.
- Experience with state-based health care systems and regulatory agencies, required.
- 5+ supervisory experience, required.

**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

**Travel:** up to 20%, dependent on the time of year.



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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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