

JOB DESCRIPTION

Position Title: Senior Vice President, Government Affairs

Department: Government Affairs

Report To: President & CEO

FLSA: Exempt

Salary Range: \$290,000 - \$330,000 + Bonus

Last Revision Date: April 2025

Job Summary:

The Senior Vice President, Government Affairs directs and manages the Association for Accessible Medicine's (AAM) full range of government affairs efforts at the federal and state level. Reporting to the President and CEO, the position oversees the government affairs department and is responsible for oversight on all government relations initiatives and projects promoting the legislative, policy, and regulatory goals and objectives of AAM.

The SVP, Government Affairs works closely with the President and CEO and other members of the senior leadership team to assist in the development and coordination of AAM's strategic plans.

Essential Duties and Responsibilities:

- Develop and oversee the execution of comprehensive legislative and advocacy strategies to advance AAM's goals and objectives
- Develop and enhance the Association's bipartisan relationships with key political leaders in Congress, the Administration, and regulatory agencies
- Prioritize and target education efforts for policymakers at the federal and state level regarding AAM positions
- Assist CEO in building consensus positions and develop shared priorities among AAM member companies
- Identify emerging issues of importance to AAM and its member companies and develop strategic plans for those emergent issues
- Assist in the development of policy and Association positions
- Assist in maintaining and enhancing strategic partnerships to advance the Association's legislative and regulatory efforts
- Develop effective leader member lobbying collaboration to increase effectiveness and leverage resources and efficiency
- Oversee and manage the appropriate federal lobbying filings ensuring trade association compliance
- Lead communication and collaborative efforts of member company Washington representatives
- Supervise government affairs department staff and consultants

Your Generics and Biosimilars Industry

- Manage and oversee AAM's Political Action Committee working in collaboration with the PAC Chair.
- Oversee preparation efforts for relevant congressional hearings
- 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.

Key Selection Criteria:

- Significant leadership and management experience with direct accountability for results in an organization of comparable scale, scope, and complexity
- Experience as a credible advocate, with a track record of influencing public policy in a bi-partisan fashion
- A track-record building consensus among disparate groups with varied and sometimes competing interests
- A proven manager, with a track record for attracting strong talent and building high performing, collaborative teams in a fast-paced environment
- Knowledge of the healthcare industry, its public policy issues, and the quickly changing dynamics of the industry; knowledge of the generics industry is desirable but not required
- Experience working in an association or coalition gaining the skills and interest in serving members

Critical Competencies for Success:

- *Strategic Vision and Leadership:* The SVP of Government Affairs will provide strategic leadership in the rapidly changing healthcare environment by leveraging their knowledge and/or appreciation of the generic pharmaceutical industry and model within the context of the broad healthcare landscape.
- *Political Acumen and Advocacy:* The SVP of Government Affairs will serve as a trusted, compelling, and influential advocate for the industry, with a track record working with both sides of the aisle, and will work with AAM's members to develop and lead a legislative strategy for the industry. Must have the political gravitas to build and leverage strategic partnerships, positioning the industry to "punch above its weight class".
- *Organizational Management:* The SVP of Government Affairs will support the continued growth and excellence of the organization by recruiting, retaining, managing, and motivating a high-performing and service-oriented

team in a collaborative environment. Must also be able to lead the assessment and development of the staff to ensure skill sets align with the strategic goals of the association.

Education and Experience Requirements:

- Bachelor's Degree, required; advanced degree, preferred
- 12+ years of professional/senior leadership experience, required
- Pharmaceutical industry or related health care industry experience, required
- Health care policy experience, required
- 5+ years supervisory experience, required
- Non-profit and/or Association experience, highly desirable
- Government experience, highly desirable

Travel: up to 25%