



Position Title: Key Account Manager (KAM)

Department: Commercial – Market Access

Reports To (title): Director, IDN/GPO Account Management

Location: Nationwide – remote work

Date: 12/13/17

Exempt Non-Exempt

Summary of Position:

This role is responsible for developing key relationships with targeted regional and local hospital systems including select Integrated Delivery Networks (IDNs), Accountable Care Organizations (ACOs) and Group Purchasing Organizations (GPOs.) This position will develop and own account management plans for targeted accounts - to attain key sales objectives for Paratek's products. The position will also be responsible for implementing short-and long-term business initiatives to ensure product access within a specified geography. The KAM is responsible for product positioning and formulary contracting where necessary, to obtain patient access within targeted accounts.

The KAM ensures that the needs of, and opportunities in, assigned accounts are communicated to Market Access leadership and other internal stakeholders so that they can be integrated into strategic planning and forecasting as appropriate.

This role will be embedded into the Paratek Pharmaceuticals leadership structure and will report to a Paratek Pharmaceuticals' Director, IDN/GPO Account Management; however, the candidate will remain an employee of Publicis Health.

Position Responsibilities:

- Develop and grow business partnerships within the accounts in the defined geography.
- Leverages a deep understanding of each customer's business processes and environment and actively engages them with the intention of gaining unrestricted formulary access to achieve performance goals.
- Assess product positioning and develop strategic plans for regional and local customers who may include IDNs, ACOs and other account targets.
- Develop short and long-term business plans for regional and local accounts that address corporate and brand initiatives and goals.
- Focus on a vertical integration plan within all assigned accounts, which includes Medical/Pharmacy and Purchasing Directors (clinical and administrative), case managers, and other medical management team members.
- Utilize Active Account Planning to execute on Business Plans for each assigned Account. Development of the Account Business plans requires an intimate knowledge of the customer and market influences affecting their business.

- Monitor progress in accounts and modify and update action plans as appropriate (monitor customer contacts, plan execution, value, volume growth, and market share)
- Develop a strong alliance with field based colleagues to ensure the appropriate level of cross-functional support for customers within a defined geography and for developing and executing pull-through strategies.
- Report progress in assigned accounts through business plan updates to Director of IDN/GPO Account Management as required. Monitor, track and improve key performance indicators as identified by scorecard metrics.
- Effectively implement and manage all programs as directed by Market Access leadership.
- Be a resource to sales partners on important payer trends, reimbursement changes, and billing requirements that may affect product utilization.
- Identify and allocate appropriate resources; track results over time, and adjust priorities and resources as customers and markets change during the performance period

Candidate Requirements:

- Bachelor's degree required
- A minimum of 5+ years successful experience calling on IDNs and ACOs in addition to securing product access with the hospital and institutional markets.
- Demonstrated knowledge of payer decision-making for policy, coverage, coding and patient access to existing and new products.
- Demonstrated knowledge of the inpatient out outpatient reimbursement process
- Exceptional communication skills that include verbal, written and presentation abilities.
- Effective negotiation skills with examples of results. Demonstrated problem-solving capabilities through strategic planning, leadership and organizational skills.
- Ability to skillfully negotiate in tough situations with both internal and external customers while working within an ever-changing payer, managed markets and corporate environment.
- Valid driver's license.

Additional Information:

- Technology: Must be proficient in MS Office Suite
- Travel (%): The average travel for this position is 40-50% with some variation based upon the time of year and demands of the business imperatives. The travel requirements will vary based on the geography and account responsibilities for this position.