



Senior Director, National Accounts

Do you want to be part of building a fully integrated biopharmaceutical company together with a team of highly skilled colleagues who are passionate about developing best-in-class therapeutics that address significant unmet medical needs? Then Ascendis Pharma is committed to support your personal development on our journey towards becoming a leading rare disease company.

Ascendis Pharma is looking to hire an experienced Senior Director, National Accounts to join our team. This is an exciting opportunity to join a rapidly growing, innovative company!

Position Summary

The Senior Director, National Accounts position reports to the VP of Market Access and is responsible for the achievement of National Account Goals and Objectives and functional expertise for developing a comprehensive pre-commercialization market access launch and execution plan for Growth Hormone, PTH and other Ascendis pipeline compounds.

The Senior Director of National Accounts will lead the negotiation, contracting and implementation of customer programs that ensure Ascendis Pharma becomes the preferred partner of choice with assigned National Accounts. He/ She will also lead the creation of a customer-centric approach Nationally and development of the National Account Team's competency and proficiency to secure a Best in class market access customer effacing team.

Builds the NAD (National Account Director) organization:

- Leads the development of NAD capabilities and ensures effective cross-functional resourcing; builds support for the NAD function across the Commercial Business Units.
- Acts as NAD expert for the Business Units, providing advice and guidance and making resource decisions; is personally responsible for providing NAD expert input to the Market Access and Commercial leadership teams.
- Builds strong working relationships with Ascendis Home Office personnel and franchise product groups to support collaboration on NAD initiatives

Leads the Account Management team

- Provides inspirational leadership and coaching to direct reports; creates a culture of high performance, learning and development.
- Reviews and challenges Account plans and customer opportunities; ensures the spread and development of best practices across the teams.

Responsible for National Account business and leads the delivery of NAD business goals:

- Is fully accountable for creating and implementing short- and long-term business plans that will optimize appropriate coverage, coding, and overall patient access for Ascendis products.

- Leads NAD strategy in line with franchise product group national objectives and aligns NAD strategy with other key functions and ensures cross-functional support.
- Ensures successful contracting, effective pull-through and formulary management with Key National Accounts.
- Negotiates cost effective contracts and is responsible for overall business results annually
- Leads delivery and implementation of all Business Account plans and required financial results
- Scans the external environment to build new NAD strategies
- Identifies future trends and develops customer-centric business proposals for the NAD Team to take advantage of the opportunities they present.
- Become an expert on the Ascendis target therapeutic areas, products and competitive products.
- Fully integrate the NAD team with the customer facing commercial organization to ensure seamless communication and maximum pull-through effectiveness.

Knowledge, Skills and Experience

- Bachelor's degree required; Master's/advanced degree preferred
- Minimum 8 years field-based pharmaceutical/biotech Sales and/or Marketing experience with at least 5 years of direct managed care experience
- Role model of the company vision, mission and values (patients, science, passion).
- Hires and develops best in class talent aligned with our company vision, mission and values.
- Skill to successfully lead account teams through collaboration with other members within and across sales, marketing, reimbursement and other business groups to improve overall effectiveness.
- Successful working in both big pharma as well as small biotech start-up company environments.
- Entrepreneurial leader who builds strong teams of people with diverse experiences, perspectives and talents and creates an environment in which the team is highly motivated and engaged to work together to deliver exceptional results consistent with company vision, mission and values.
- Develops and sustains highly collaborative and effective cross-functional working relationships with US and European colleagues.
- Develop key external relationships with payers, KOLs and business partners.
- Demonstrates high level of professional expertise within the functional discipline.
- Turns strategy into action; proactively develops own functional area to be prepared for the future to ensure long-term success, including brand life-cycle management. Position specific requirements
- Established relationships with Pharmacy Directors and Medical Directors within key assigned National accounts
- Therapeutic experience in the Endocrine market place preferred
- Demonstrated knowledge of payer decision-making for formulary processes, coverage, coding, billing, and patient access to drugs, biologicals, medical devices
- Exceptional communication skills that include verbal, written and presentation abilities
- Demonstrated problem-solving capabilities
- Experience negotiating contracts and agreements
- Outstanding consultative and networking capabilities
- Excellent project management skills, with the ability to handle multiple tasks at one time
- Ability to skillfully negotiate in tough situations with both internal and external groups.
- Understanding of organizational behavior, corporate culture and be able to flourish in a complex and rapidly evolving workplace.



- Possesses broad base and in-depth understanding of reimbursement issues, payer segments, use of specialty pharmacies, the J-Code application process, managed market customers including private and public payers, national and regional health plans, state Medicaid, Medicare Part B and D, VA/DOD, PBM's, Employers, IDNs, Medical Groups and ACOs.
- Extensive relationships and contracting experience with payers, health systems and organized customers at the national and regional level.

Role Criteria: Field-based. Requires up to 50% travel

Want to apply? Please send your resume to HumanResources@ascendispharma.com. Please write "Senior Director, National Accounts" in the subject field.