

## Job Description

<b>Job Title: Director, National Accounts</b>	<b>Reports To: VP, Market Access</b>	<b>Date Created: June 20, 2024</b>
<b>Department: Commercial</b>	<b>Job Type:</b> <input checked="" type="checkbox"/> Full-time <input type="checkbox"/> Part-time <input type="checkbox"/> Contractor	

Soleno Therapeutics, Inc., based in Redwood City, California, is a clinical-stage biopharmaceutical company developing novel therapeutics for the treatment of rare diseases, including Prader-Willi syndrome (PWS). At Soleno, we are driven by the unique and multi-faceted needs of the PWS community. Like these individuals, resilience is part of who we are – it is in our chromosomes – and our team is made up of exceptional colleagues whose collective efforts are woven together to deliver meaningful outcomes, both professionally and for those living with PWS.

We value collaboration, integrity, and respect. These characteristics have allowed us to forge strong, authentic bonds with the caregivers, patients, health care professionals (HCPs) and community members we serve. We are proud to work alongside them every step of the way. Like those living with PWS and their families, we are not deterred by challenges or bumps in the road. In fact, we embrace them and learn from them to defy odds when necessary. We apply this determination and scientific rigor to our all aspects of our business.

Our employees are our most important asset, and we are looking to expand across many functions during this important and pivotal time. We encourage you to join us in making history. **We all share the most important goal of bringing solutions to the PWS community. They are waiting.**

**SUMMARY OF JOB (brief description):** The Director, National Accounts will lead the company’s payer-related initiatives in the United States. The position will manage corporate efforts to establish appropriate product reimbursement and effective business relationships in rare diseases with key national payers and PBM accounts, as well as targeted downstream clients and regional payers. The Director will also ensure effective communication and collaboration between Specialty Pharmacy, Patient Services, Sales, Medical Affairs, and Marketing.

The Director, National Accounts will be a disciplined risk-taker comfortable in an entrepreneurial environment with the resource constraints of a young commercial organization. Ideal candidate should be creative, flexible, and adaptable to new and changing situations. The Director must be goal-oriented, know how to set aggressive, but achievable targets, motivate cross-functional teams as well as business partners, and get things done.

### RESPONSIBILITIES:

- Understand the overall company payer strategy and objectives in rare disease; plan and execute cross-functional account strategy for assigned business
- Prioritize customers and opportunities to maximize impact, leveraging all available data sets and stakeholder input to inform effective decision making
- Apply expert Market Access knowledge of account management methods and strategies to establish effective peer relationships with customers; become a valued strategic partner to our customers
- Develop relationships across payer functions, including pharmacy, trade, medical, care management, and other relevant functions, moving beyond transactional relationships
- Negotiate effectively with accounts, ensuring achievement of both short- and long-term goals to secure optimal access, drug policy and reimbursement for assigned products
- Identify and proactively address account-specific issues that will have an impact on company objectives. Leverage internal and external resources to ensure drug policy criteria for rare disease product(s) enhances patient access.
- Lead cross-functional, payer specific account teams, energizing members to deliver business objectives, including appropriate Field Sales, MSLS, FAMs, Marketing, Patient Services and Patient Advocacy

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- Develop and effectively manage account business plans, clinical presentations, payer value messaging, payer coverage trends and insights across all internal platforms
- Leverage enterprise thinking and integrate concepts, theories, and principles of finance, sales, marketing, contracting, legal, regulatory, compliance, and health economics into long-term strategic and operational aspects of account planning and decision making
- Identify new opportunities and payer insights to bring incremental value that go well beyond product coverage and formulary status
- Demonstrate value as a market access resource for the commercial and senior leadership team; participate as requested on brand, medical science liaison, field sales and other commercial teams
- Manage key vendors and lead Market Access specific initiatives & projects to expand awareness with payers; leveraging industry associations, vendor relationships and analytic platforms to increase impact with internal and external customers
- Understand and comply with laws and regulations governing pharmaceutical industry, healthcare, and account/contract/education provisions
- Other duties as assigned

### QUALIFICATIONS:

- Undergraduate Degree and 10+ years of increasing experience in Biotech or Pharmaceutical industry with heavy focus in managed care/national accounts, sales, trade, operations, access and distribution for rare/orphan and specialty products
- Demonstrated record of success in sales or related operational goals and in building positive relationships with assigned national accounts
- Product launch experience
- Ability to thrive in a start-up environment and prepared to assume roles and responsibilities outside of traditional job functions
- Proven leadership and account management skills
- Expertise in the payer and PBM/trade environment for rare/orphan, specialty products, limited distribution networks and hub services
- Existing relationships with top US payers, and experience working across commercial health plans, PBMs, Specialty Pharmacies, Medicare/Part D, Medicaid and IDN segments of the business
- Exceptional planning, priority setting, negotiation, project management, and relationship building skills
- Excellent analytical, problem solving, written and verbal communication skills
- Strong customer orientation: a passion for patients and caregiver community
- Thrive on collaboration and ability to influence in a matrix environment
- Friendly, perseverant, flexible, collaborative and confident
- Strong results orientation and a sense of urgency to get things done
- Experience and demonstrated ability to learn and discuss complex scientific and clinical concepts
- Ability to work successfully in a dynamic, fast paced, team-oriented environment
- Ability to travel up to 50%

Salary Range: \$200k - \$265k (Actual salary at the time of hire may vary and may be above or below the range based on various factors, including, but not limited to, the candidate's relevant qualifications, skills, and experience, as well as

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the location where this position may be filled.)

Please submit resumes to Soleno Therapeutics, Inc. at [hr@soleno.life](mailto:hr@soleno.life).