



## **MANAGER, CUSTOMER CONTRACTS**

### **Job Summary**

Sesen Bio is searching for a strategic, collaborative, and entrepreneurial Manager, Customer Contracts to support the successful execution of the Vicineum™ launch in the US.

The Manager, Customer Contracts will manage the implementation of the Pricing and Contracting Strategy and planning, through collaborating with team members and vendors.

This role requires a deep understanding of traditional and innovative approaches to pricing, contracting and reimbursement of pharmaceutical products and will require a talent with deep expertise in competitive market dynamics for Biotech, Oncology and 'Buy & Bill' products.

This role requires advanced data management and analytics skills related to the pharmaceutical and biopharma pricing, contracting and reimbursement environment in the US.

The role must demonstrate a leadership approach that is evidence-based and employs pragmatic and collaborative problem-solving skills. We value a leadership style informed by active engagement with internal partners and key strategic service vendors.

This role reports to the Vice President, Market Access & Distribution, and has direct interactions with the Management Team and Vendors.

The position title and level will be determined by candidate experience and accomplishments.

### **Job Responsibilities**

- Manage and maintain Sesen Bio brand pricing and contracting strategies through product lifecycle and that align with optimal market performance
- Work with internal stakeholders to develop strategies and recommendations to optimize Vicineum™ pricing and contracting effectiveness, patient access and competitive advantage
- Function as Government Pricing lead over the Sub-Certification process to assess impact of internal controls and changes to the process flows as they relate to the accurate calculation of Government Price types



- Oversee Government Contract operations, including ensuring accurate and timely submissions across Government Prices, such as AMP, BP, 340B, URA, NFAMP, other state reporting and validations of TPA calculations
- Execution of list and net pricing strategies, and monitoring and evaluation of contract performance for all customer segments (Commercial, Medicare Part B, Medicaid)
- Work with finance to develop and maintain gross to net forecast and government rebate forecast (including Medicare and Medicaid rebates), and to accurately reflect gross/net revenues and respond to audit requests
- Develop, analyze and manage contract offering for managed care accounts in collaboration with account management team. Ensure execution of approved and finalized customer contracts, including timely and accurate hand-off to other internal partners/stakeholders
- Monitors existing customer contracts using approved performance methodologies, tools, etc.; includes identifying and recommending opportunities for improvement

### **Qualifications**

- Advanced degree (e.g. MBA) preferred
- 5+ years of biotech/pharma of pricing and contracting experience
- Prior role in pricing, contracting and reimbursement strategy
- In-depth knowledge of health care pricing, contracting and reimbursement practices and regulatory requirements: this should specifically include knowledge of the pharmacy and medical benefits, Medicare (FFS and Managed), Medicaid, and Federal purchasing programs
- Deep understanding of Medicare Parts A, B, and D
- Knowledge of Government price calculations and compliance regulations, preferred
- Proficient acumen of the relevant policies and guidelines that affect managed care contracts and contract administration, pricing and payment adjustments
- Experience in Uro-Oncology, Urology or Oncology, preferred
- Strong problem-solving skills, including the knowledge of source data, with the ability to research complex issues and perform qualitative and quantitative analyses
- Ability to work in a deadline-driven and fast-paced environment including managing multiple projects with on time and budget completion
- Strong communication skills and ability to communicate effectively with senior management
- Successful experience in a fast-paced entrepreneurial environment



- Fit with Sesen Bio culture and values
- Reporting to the VP Market Access & Distribution
- The position will be based in Philadelphia, PA
- Limited Business Travel expected

### **About Sesen Bio**

We are passionate in our commitment to save and improve the lives of patients. Sesen Bio is a late-stage company developing fusion protein medicines for the treatment of patients with cancer. In February 2021, the FDA accepted for filing the Company's BLA for Vicineum™, a potential best-in-class treatment for non-muscle invasive bladder cancer.

We are looking for people who share our passion for innovation and saving and improving lives. Sesen Bio is proud to be an Equal Opportunity Employer. Our goal is to have a diverse workforce. We do not discriminate on the basis of race, age, color, religion, national origin, gender, sexual orientation, gender identity or expression, veteran status or disability or any other status protected under federal, state or local law. All employment is decided on the basis of qualifications, merit and business need.

**For the safety of our employees and communities in response to COVID-19, Sesen Bio has implemented a temporary work from home policy. All interviews are conducted virtually at this time.**