



## **JOB DESCRIPTION**

Emmaus Medical, Inc. is a biopharmaceutical company located in Torrance, CA (Los Angeles County) and is engaged in the discovery, development and commercialization of innovative treatments and therapies primarily for rare and orphan diseases. We are initially focusing our product development efforts in Sickle Cell Disease, an inherited genetic disorder. Our lead product, Endari, is an oral pharmaceutical grade L-glutamine treatment that demonstrated positive clinical results in our completed Phase III clinical trial and is approved for use in sickle cell anemia and sickle  $\beta$ 0-thalassemia.

We are currently seeking a qualified, highly motivated, experienced individual, with a documented track record of success for the position of Strategic Account Manager (SAM). This position is primarily located in the hospital marketplace specialty clinics and large account practices and customers primarily include Hematologists, Internists, Pediatricians and their staff.

### **I. POSITION SUMMARY:**

The SAM will call on Health Care Professionals (Physicians, Nurses, Pharmacists, etc.) involved in the treatment of Sickle Cell Disease and is responsible for developing and fostering long-term relationships with physicians, supporting staff, key thought leaders, hospitals, organized health systems and other applicable institutions in the assigned territory. This position is responsible for securing formulary access at key institutions. The SAM is required to represent the Company in a highly professional and ethical manner. This individual works interdependently with Account Management, Marketing and Sales Operations as appropriate to assure the pull-through strategies and tactics will achieve the desired sales results.

### **DUTIES AND RESPONSIBILITIES:**

- Achieve and exceed sales objective for the territory.
- Attain specific goals for calls on appropriate accounts and healthcare professionals.
- Communicate balanced, accurate, and complete information on Emmaus products to HCP.
- Manage assigned territory in an efficient and orderly manner through effective business planning and implementation.
- Responsible for all aspects of sales, market development and strategic business planning and implementation for assigned territory
- Maintain territory business planning and objectives in-line with company expectations.
- Operate the territory within the assigned expense budget.
- Comply with all state and federal laws, regulations and guidelines including PhRMA Code on Interactions with Healthcare Professionals as well as complying with all Emmaus standards and policies relating to all job activities.
- Perform other duties as assigned.

### **SKILLS AND ABILITIES:**

- Knowledge of patient flow and treatment options in the Hospital and outpatient environments.
- Knowledge of reimbursement issues in the healthcare industry including managed care, institutional and retail market channels, disease states, and how those and other factors interact.
- Successful experience in adding pharmaceutical products to hospital formularies.
- Ability to link solutions to patient customer needs, deliver a compelling presentation, displays personal conviction, and establishes credibility and trust.
- Ability to gather customer specific information, analyze quantitative data, and interpret information.
- Ability to clarify customer interests, address customer issues, and manage customer expectations.
- Excellent interpersonal and communication skills.

- Strong time-management, organizational and planning skills.
- Ability to effectively apply newly learned knowledge and skills.
- Ability to write routine reports and correspondence.

**MINIMUM REQUIREMENTS:**

- B.S. or B.A. degree required or 8 years of relevant experience.
- Minimum of five years' experience as a Pharmaceutical Sales Representative with at least two years of hospital or specialty sales experience required.
- Account management experience in a healthcare environment preferred.
- Proficiency in Microsoft Word and Excel.
- Administrative excellence is required, including call reporting, budget management, expense reporting, special projects, etc.
- Valid driver's license and good driving record (no more than three moving violation convictions with past three years) required.
- Ability to travel up to 75% required, to include overnight travel for meetings and other travel as required by territory.

**II. COMPLEXITY OF WORK:**

Requires good verbal and written communication skills, tact, accuracy, and the ability to prioritize work and work well under extreme pressure. Ability to work independently and interface with various levels of administration and management. Must maintain all levels of confidentiality and have a professional, positive attitude towards the job.

**III. SUPERVISION OF OTHERS:**

No.

**IV. RESPONSIBILITY FOR CONFIDENTIAL INFORMATION:**

The majority of information processed by the Strategic Account Manager is extremely confidential and requires utmost discretion in handling. In addition, the Strategic Account Manager is often referred unusual and sensitive requests for information, which may involve other office staff. The Strategic Account Manager is required to keep this information confidential and not discuss it with the other staff members in the office.

**V. UNUSUAL JOB REQUIREMENTS:**

May be required to perform other duties as appropriate to the needs of Emmaus Medical that are not listed and in addition to this job description.