

### JOB DESCRIPTION

**Position Title:** Director, State Government Affairs (Midwest Region)

**Department:** Government Affairs

**Report To:** Vice President, State Government Affairs

**Job Summary:** The Director, State Government Affairs (Midwest Region) is responsible for developing and maintaining strong relationships with state government officials and regulators to advance priorities and projects that promote the policy goals and objectives of the Association for Accessible Medicine (AAM). The role works closely with the AAM Policy, Strategic Alliances, Science & Regulatory Affairs, Communications, and Legal teams.

#### Essential Duties and Responsibilities:

- Assist the SVP, Government Affairs and the VP, State Government Affairs in the direction and organization of all efforts within designated region in the Government Affairs department.
- Act as the key liaison and lobbyist for AAM in region.
- Develop strategic guidance and oversee tactical implementation of statewide initiatives to support AAM priorities.
- Identify, monitor, and analyze state legislation and regulation and develop an advocacy plan to advance AAM's position.
- Promote and further AAM and the industry's (generic and biosimilars) interests within region by developing and maintaining positive working relationships with state legislators, regulators, governors, attorneys general, and staff.
- Manage and coordinate state consultants.
- Coordinate and disseminate advocacy tools to advance AAM positions.
- Manage relationships with member company state affairs representatives: be clear and consistent on expectations, communication, and deliverables; actively participate in weekly conference calls.
- Develop a working knowledge of state legislative and regulatory practices regarding generic and biosimilars issues.

- Expand stakeholder engagement to foster a pro-generic atmosphere in region.
- Cultivate allies within region to educate and promote pro-generic and biosimilars legislation and form issue specific coalitions when appropriate.
- Analyze and offer amendments and testimony as necessary for hearings, committee meetings, work groups, etc.
- Travel to represent AAM in Capitols, and at hearings, meetings, and other events.
- Be a point of contact for political constituency organizations such as DGA, RGA, NCSL, DLCC, RLCC and ensure these relationships are being maximized.
- Perform other duties as assigned consistent with the goals of AAM.

**Qualifications:** To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Knowledge of state health care and pharmaceutical legislation and regulation.
- Developed understanding of state government practices and public policy development.
- Dynamic interpersonal skills to build trust that effectively influences policy discussions with state leadership, agencies, and legislatures.
- Demonstrate a high degree of personal initiative and effective negotiation skills.
- Ability to build and advance coalitions to drive legislative and/or regulatory priorities.
- Capacity to identify opportunities, anticipate challenges, and effectively resolve conflict.
- Proven ability to thrive in a fast-paced environment while maintaining high work standards.
- Experience working independently and collaboratively with internal and external stakeholders.
- Demonstrated skill in prioritizing and managing multiple initiatives simultaneously and demonstrating sound judgment.
- Complete complex assignments successfully with little oversight.
- Exceptional written and oral communication skills as well as organizational and project management skills.
- Exhibit a positive attitude and professional demeanor.



## Your Generics and Biosimilars Industry

### Education and Experience Requirements:

- Bachelor’s Degree, required; advanced degree in political science, law, public policy, or business, preferred.
- 5+ years of experience spent in state government affairs, required; experience with pharmaceutical company, trade association, state legislature, or state agency, preferred.
- Experience in health care policy or with the pharmaceutical industry, preferred
- Supervisory experience, preferred

**Physical Demands:** The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of the job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- None

**Work Environment:** The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of the job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Standard office environment

**Travel:** up to 40%

This job description does not imply that the stated requirements are the only expectations for the position. Incumbents are expected to perform any other duties that may be assigned. AAM has the right to revise this job description at any time. AAM is an “at will” employer and as such, neither this job description nor your signature constitutes any form of contractual agreement between you and AAM.

Acknowledgement:

Name: \_\_\_\_\_ Date: \_\_\_\_\_

