ASSOCIATION FOR ACCESSIBLE MEDICINES
PRESIDENT AND CEO
Position Specifications

Position Summary

The President and CEO of Association for Accessible Medicines (AAM) works closely with the Board of Directors to set the strategic direction of the Association and ensure a strong and sustainable member value proposition. When and where appropriate, s/he serves as the face and voice of the organization, including to policymakers, the industry, and within the broader healthcare landscape. The President and CEO oversees a strong team and ensures the organization is run according to best business practices and in a manner that encourages growth and optimization of assets.

Key Relationships

Reports to: Board of Directors

Key relationships: Key administration officials, including FDA, HHS and CMS
Federal and State Legislators
Relevant industry groups and associations
Member company representatives

Major Responsibilities

- Advance the mission of AAM.
- Work with the Board to develop, gain consensus around and build and execute a strategic plan that enhances AAM’s value proposition.
- Advocate for the Association in Washington, in legislative and regulatory arenas.
- Anticipate the political, social and economic issues that will affect the industry and its members and recommend appropriate industry action and/or response.
- Forge strong working relationships, building trust and engagement among all members of the Board of Directors; find areas of common ground, consensus and agreement among this diverse group of member companies.
- Serve as the public spokesperson and advocate for the industry, when appropriate.
- Create and implement a strategic communications plan to enhance the image of the industry and raise the profile of the Association before all key audiences within government, the public, and the media.
- Forge strategic alliances and partnerships with peer organizations and coalitions to advance the interests of the industry.
- Effectively lead operations of the organization, ensuring sustainable revenue streams and a high performing team committed to service members’ interests.
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CANDIDATE SPECIFICATION: KEY SELECTION CRITERIA

Ideal Experience

• Significant leadership and management experience with direct accountability for results in an organization of comparable scale, scope and complexity.
• Experience as a credible advocate, with a track record of influencing public policy in a bi-partisan fashion.
• Experience service as the “face and voice” of an industry or organization as the primary spokesperson with media, industry and other external stakeholders.
• A track-record building consensus among disparate groups with varied and sometimes competing interests.
• A proven leader, with a track record for attracting strong talent and building high performing, collaborative teams in a fast-paced environment.
• Experience working with an engaged Board of Directors.
• The ideal candidate will have knowledge of the healthcare industry, its public policy issues, and the quickly changing dynamics of the industry; knowledge of the generic and biosimilars industry is desirable but not required.
• Undergraduate degree expected; graduate degree preferred.

Critical Competencies for Success

Strategic Vision and Leadership: AAM’s President and CEO provides strategic leadership in the rapidly changing healthcare environment by leveraging his/her knowledge and/or appreciation of the generic pharmaceutical industry and model within the context of the broad healthcare landscape. S/he will:

• Partner with the Board to develop a strategic plan that enhances the association’s value proposition to its current and potential members.
• Drive membership growth and sustain a high level of involvement among key leaders within member companies.
• Be a dynamic and innovative leader who works closely with the Board and drives consensus for an agenda to achieve results locally, nationally and globally.
• Be comfortable in a changing environment and able to anticipate and assess new dynamics, incorporate those dynamics in the organization’s agenda, and ensure the agenda remains in alignment with the organization’s strategic vision.

Political Acumen and Advocacy: The President and CEO serves as the face and voice of the Association and as the lead advocate to policymakers and regulators. To enhance the association’s position as a thought leader and ensure the greatest impact on public policy, s/he will:

• Be a trusted, compelling, and influential advocate for the industry, working with the AAM’s members to develop and lead a legislative strategy for the industry.
• Have the political gravitas to build and leverage strategic partnerships.
• Serve as a primary spokesperson of the organization, articulating the industry’s positions and value to the media, government and business leaders nationally and globally.
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- Enhance the organization’s position as a thought leader in the healthcare arena, ensuring the industry is represented where policymaking decisions are made.

Organizational Management: As the chief staff executive, the President and CEO will support the continued growth and excellence of the organization by:

- Recruiting, retaining and motivating a high-performing and service-oriented team in a collaborative environment.
- Leading the assessment and development of the staff to ensure skillsets align with the strategic goals of the Association.
- Optimizing assets and resources to further develop the organization’s infrastructure in support of a growing 21st century association.
- Running AAM according to best business practices and providing a fresh assessment of the Association’s operations.