



POSITION PROFILE:

Vice President, Market Access & Reimbursement

Acer Therapeutics Inc.
(Nasdaq: ACER)
www.acertx.com

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Company Overview

We are a pharmaceutical company focused on the acquisition, development and commercialization of therapies for serious rare and life-threatening diseases with significant unmet medical needs. Acer was founded in 2013, went public in 2017 and raised \$100 million to date. Acer's pipeline includes four programs: ACER-001 (sodium phenylbutyrate) for the treatment of various inborn errors of metabolism, including urea cycle disorders (UCDs) and Maple Syrup Urine Disease (MSUD); EDSIVO™ (celiprolol) for the treatment of vascular Ehlers-Danlos syndrome (vEDS) in patients with a confirmed type III collagen (COL3A1) mutation; ACER-801 (osanetant) for the treatment of induced Vasomotor Symptoms (iVMS); and ACER-2820 (emetine), a host-directed therapy against a variety of infectious diseases, including COVID-19. Each of Acer's product candidates is believed to present a comparatively de-risked profile, having one or more of a favorable safety profile, clinical proof-of-concept data, mechanistic differentiation and/or accelerated paths for development through specific programs and procedures established by the FDA.

The company is led by a management team experienced in the development and commercialization of rare disease therapeutics. Acer's strategy is predicated upon time and cost-efficient drug development, with the goal of delivering safe and effective therapies to patients with the utmost urgency.

Acer has a strong company culture and is committed to creating and maintaining an environment that values individual rights, hard work, fosters creativity, and promotes success. The Company is growing and is fueled by the talent and expertise of our employees and driven by the commitment to treating patients with significant unmet medical needs.

Location – United States

As a part of the Acer team, you will have the opportunity to work where you're most productive. We have offices in Newton, Massachusetts and Bend, Oregon. Some travel, post COVID-19 pandemic, to our East Coast (Newton, MA) and West Coast (Bend, OR) offices may be required, as well as other US meeting locations.

However, most of us work out of a home office, co-working space, in a rainforest, at the beach, on a train, in a plane, you name it, we're there. We're a talented, unconventional and collaborative team that knows no boundaries who are always looking to work smarter and support one another. In addition to ultimate work flexibility, we also provide world-class benefits to support the ongoing health and wellness of our employees and their families.

Reporting Relationship

The VP, Market Access & Reimbursement will report directly to the Chief Commercial Officer.



Job Description

Acer is seeking a talented VP, Market Access & Reimbursement. S/he is responsible for the development of the Global market access and pricing/contracting strategies for Acer's portfolio. These key strategies are developed in alignment with business objectives associated with development, launch and life cycle management of the portfolio. This position ensures ongoing assessment and adaption of strategies to maintain market access, garner market share and works collaboratively with Marketing, Sales, Medical Affairs, Finance, and Clinical Development.

The successful candidate will have a demonstrable commitment to working for patient-focused pharmaceutical companies and understand the needs for engagement with the rare disease community in a compliant manner. Acer is committed to putting key stakeholder (patients, families, clinicians) first, doing the right thing, and for rare diseases with significant unmet medical need. The executive team takes a pragmatic approach to drug development, and the VP, Market Access & Reimbursement must share this vision.

Key Responsibilities

- Develops market access strategies and ongoing assessment and adaption of strategies from product development through launch and life cycle management including payer strategies, pricing, reimbursement, patient services, value proposition and messaging
- Develops global and specific market segment pricing and contracting strategies including the ongoing assessment and adaptation of strategies to ensure an optimal balance of revenue, volume, margin and access across the portfolio. Deep understanding of impacts associated with value-based contracting, ASP and Medicaid best price
- Lead Gov't Pricing team to ensure compliance with all federal/state regulations
- Build and manage the Navigator by Acer patient support services program to support each program
- Collaborating with Finance to manage and communicate Gross to Net for all products
- Monitors trends and developments in order to proactively identify needs and actions to support the value proposition of our portfolio across a multitude of payer environments including commercial, Medicare and Medicaid
- Ensures integration of market access and payer perspectives into product development plans at all stages of development in close collaboration with R&D the lifecycle management process
- Provide strategic oversight of product value demonstration strategies and evidence generation including maximization of health economics and quality of life outcomes and development of value dossiers in partnership with Medical Affairs



- Develops and implements strategies associated with shaping and influencing the commercial payers and government payment policies including Medicare and Medicaid
- Partner with Corporate Development for pricing and market access assessments and diligence of potential new M&A and licensing targets
- Responsible for oversight and effective management of all partners, and eventually internal team members (will include the selection and development of a “best in class” team)
- Provide timely & constructive feedback to ensure quality of work meets or exceeds company standards
- Inspire, align, mentor, motivate and mobilize teams
- Any other duties as assigned by the Chief Commercial Officer

Qualifications

- BA/BS degree in business, marketing or science required; MBA Preferred
- Minimum of (15) fifteen years of pharmaceutical and/or healthcare experience with a minimum of eight years in US pharmaceutical Market Access
- Rare disease experience
- Experience in all aspects of market access: Payer engagement, Gov't Pricing, Trade & Distribution, Patient Services, Provider Reimbursement, List Price Strategies
- Demonstrated strategic thinking, initiative, creativity in positioning and marketing pharmaceutical products
- Excellent collaboration skills, ability to collaborate internally and externally with all stakeholders as part of a small and entrepreneurial team
- Excellent written communication and oral presentation skills

Personal Characteristics

- Must work well in a semi-virtual environment (home office / regional offices)
- An ability to quickly contribute in a meaningful way as a strategic partner and leader to cross functional teams
- Possesses the highest standards of personal and professional integrity and will insist on ethical business behavior in all of the Company's business affairs. Able to face adversity without compromising integrity
- A smart, innovative, forward thinker, yet pragmatic and operationally savvy, with a strong commitment to patients, science and a drive to “do the right thing” (and not just the very safest, most risk averse thing)
- A solutions-oriented team-player, with a “hands-on” energetic approach and style coupled with a strong work ethic



Compensation

Acer seeks an individual of exceptional ability and will offer a competitive compensation package commensurate with candidate's individual skills and experience.

The Acer Ethos

We founded Acer on the fundamental mission that we will invest in developing innovative therapies and making them broadly accessible for people impacted by serious rare diseases with significant unmet medical need. In an era when the pharmaceutical industry is making huge strides in advancing therapeutic options for rare conditions, that may not sound atypical. But we believe we have a better way and it will deliver significant value to patients and their caregivers, healthcare systems and society.

Be led by patients, their caregivers and clinicians.

We don't just put patients first, we are fueled by their resilience to adversity. That's why patients and their caregivers lead us in how to think about shaping our drug development programs so that our products will deliver optimal outcomes and earn the commitment of treating clinicians.

We recognize that drugs can offer tremendous benefit to patients and clinicians alike, but often leave both with an incomplete promise. That's why we engage with patient and clinician communities in our targeted pipeline areas and listen to their needs in order to reflect their inputs early and throughout our drug program development.

Indeed, such collaboration enables us to solve challenges and design solutions together.

Our Core Principles

1. Obligation to prioritize the Patient & their Family
2. Be Compassionate
3. Respect other's perspectives
4. Responsibility to do what's right – always!
5. Total Transparency
6. Celebrate Diversity
7. Humility
8. Be Courageous
9. Accountability
10. Be Unconventional

We will be accountable to this Ethos and Core Principles. We encourage open and transparent communication that can help us to drive our mission forward. We may seem impatient, but it is only because we want to get there faster. We are in this, together.



Acer is committed to continuously work to create a diverse and inclusive workplace and is proud to be an equal opportunity employer. Our goal is to promote a culture where diversity of thought, backgrounds, gender, gender identity, race, national origin, sexual orientation, religion, genetics, disability age or veteran status, is given equal consideration for employment.