

Senior Director, Business Development, PBM

Job Summary –

- The Senior Director of Business Development, PBM position is responsible for developing and executing the sales strategy to support the CoreTrust PBM program.
- This position is responsible for planning, organizing and managing all sales functions to achieve the company sales objectives and goals.
- This includes the ongoing building and development of third-party advisor relationships, prospective organizations and the full spectrum of relationship management required to meet CoreTrust's high standards and service model
- This individual will possess strong industry knowledge and interpersonal skills to build credibility with, and foster professional relationships with, corporate senior human resource executives, financial officers, brokers/consultants and other leaders and/or advisors.

Supervisor – AVP, Human Resource Solutions

Supervises – N/A

Collaborates With – HealthTrust Pharmacy Services team, HealthTrust account management resources, HR strategic contracts team, OptumRX Leadership Team, etc..

Key Responsibilities –

Duties (included but not limited to):

1. Serve as PBM and CoreTrust program expert to external constituents in the corporate segment (private equity firms, consultants, HR and other corporate contacts)
2. Train and develop other CoreTrust resources as appropriate on nuanced subject matter
3. Create and manage target lists for pursuit – including both third party advisors (as potential channel partners) as well as prospective organizations
4. Grow CoreTrust contract volume to established goals
5. Build and manage pipeline of prospects across the sales cycle (including introduction, deeper review, final engagement support, cross-line integration, close)
6. Be consistently visible in the marketplace to create new opportunities
7. Engage with third party advisors (channel partners or otherwise) to provide enhanced client service and support; helping manage strategically the RFP response process
8. Support outreach to targeted new business opportunities
9. Conduct comprehensive market research for prospecting or business development tool-related efforts
10. Collaborate on development of materials to support business development activities

Knowledge, Skills & Abilities

- 10+ years of sales experience within the PBM market
- Deep familiarity with Corporate plan sponsor protocols and requirements related to procurement and PBM
- Experience building and maintaining relationships with third party advisors focused across corporate industries
- Development of relationships with key buyers and brokers, with intimate knowledge of the process and procedures used to govern PBM selection
- Comfortable and confident working with HR leaders/buyers and related executives
- Vast knowledge of pharmacy benefits (plan design, formulary, PBM administrative/operations, etc)
- Effective communication skills, both written and verbal

- Strong work ethic and demonstrated ability to be nimble, flexible to drive goals/projects to completion; deadline driven.
- Ability to work independently, yet take direction and articulate point of view
- Must be willing to travel ~25% of time, as required

EDUCATION

Bachelor's degree

EXPERIENCE

10+ years minimum of previous experience in pharmacy benefits, HR benefits consulting, business development, sales operations and/or leadership roles. Specific experience building relationships with industry HR buyers (VPHR, CHRO, CFO etc.) and brokers/consultants is key. Working knowledge of PBM contracting, operations, and programmatic design elements is also key.

CERTIFICATE/LICENSE

- Professional certification (ASA/FSA, MBA, RPh, PharmD, Insurance Licensure) a plus but not required.