



KEY ACCOUNT DIRECTOR (WEST COAST)

M A R K E T A C C E S S - O N C O L O G Y

CONTACT



www.fennecpharma.com



resumes@fennecpharma.com



United States (West Coast)

**Are you a motivated
and results-driven
professional?**

**Do you thrive in
entrepreneurial
environments?**

**Are you ready to be
part of a high-
performing team that
addresses significant
unmet patient needs?**

**Apply to join Fennec
and be a part of our
important mission for
patients and
healthcare
professionals!**



Apply Now!

ABOUT FENNEC

Fennec Pharmaceuticals Inc. is a specialty pharmaceutical company focused on the development and commercialization of PEDMARK® to reduce the risk of platinum-induced ototoxicity in pediatric patients. Further, PEDMARK® received FDA approval in September 2022 and European Commission approval in June 2023 and U.K. approval in October 2023 under the brand name PEDMARQSI®. PEDMARK has received Orphan Drug Exclusivity in the U.S. and PEDMARQSI has received Pediatric Use Marketing Authorization in Europe which includes eight years plus two years of data and market protection.

Fennec employees are expected to embrace diversity, and be able to work with internal and external partners from a variety of backgrounds, and experiences. Additionally, the successful candidate must demonstrate excellence in integrity and compliance with all interactions and adherence to corporate and industry guidelines. Fennec offers a fun, friendly, and industry competitive environment.

POSITION SUMMARY

The Key Account Director (Market Access) will lead the strategic engagement with Fennec's most important oncology customer accounts. The East (1 position) & West (2 positions) KAD is responsible and accountable for the build and pull-through of PEDMARK® strategic plans for the largest community oncology practices & Academic institutions.

The Key Account Director team will effectively communicate and collaborate with market access, marketing, product strategy, sales and medical affairs team members to identify opportunities and reduce barriers to accessing and pulling through clinical utilization of Fennec's key product PEDMARK®. These newly created roles will report to the Vice President, Head of Market Access.

RESPONSIBILITIES

- Focus on strategic engagement with Fennec's most important oncology customer accounts.
- Comprehensive development of strong customer management and strategic relationships with C-suite and senior management stakeholders within largest community oncology practices, academic institutions, and GPO accounts to create and execute a top-down/bottom-up strategy.
- Establish and maintain an in-depth understanding of key account needs, challenges, priorities, opportunities, and effectively communicate key intelligence of customer and industry trends to internal partners and stakeholders.
- Evaluate markets and customers to identify and develop opportunities that support the growth of PEDMARK®.



[Click To Learn More
About](#)

 [Cisplatin-Induced
Hearing Loss](#)

 [Family Stories](#)

 [PEDMARK](#)
(sodium thiosulfate)



OUR NAME

We proudly take our name from the fennec fox, a distinctively large-eared canine that is the smallest of all fox species. Fennec foxes roam the sandy Sahara and greater North African region. Their characteristic ears serve a dual purpose: they are sensitive enough to hear prey underground and also help dissipate the hot desert heat.

Children undergoing chemotherapy are going through an extraordinarily challenging time, and the loss of hearing only compounds the difficulty. Fennec Pharma, named after that resourceful and determined fennec fox, is committed to helping children at risk of hearing loss due to ototoxicity.

RESPONSIBILITIES (continued)

- Analyze product volume, trends, and growth, for assigned accounts. Develop and implement account level business plans and work with product strategy to develop segment strategies and resources.
- Build and develop strategic pull-through plans for key national and regional accounts. Support the problem solving for account opportunities.
- Responsible and accountable for managing and monitoring the budget, ensuring effective investment and spend.
- Lead GPO contract execution and account performance tracking.
- Effectively communicate and collaborate cross-functionally with all of market access, marketing, product strategy, sales, and medical affairs team members to identify opportunities and reduce barriers to accessing PEDMARK® within the largest community oncology practices & institutions within the nation.
- Communicate appropriately with our medical affairs & marketing teams regarding account specific needs.
- Coordinate and actively participate in appropriate customer & industry meetings.
- Identify team and account needs and work with market access leadership and cross functional teams to develop resources that address the needs of the commercial business at the account level.
- Develop quarterly business review presentation demonstrating the achievements of key metrics, budget review, and strategic planning exercises.
- Performs all company business compliantly and in accordance with company policies and procedures.

QUALIFICATIONS

- Extensive experience in the pharmaceutical/biotech industry, oncology experience required. Customer-facing experience preferred.
- Strong understanding of the US market access landscape and the legal/regulatory environment for pharmaceuticals/biopharmaceuticals.
- In depth knowledge of oncology distribution, patient access and reimbursement, managed care/federal/state marketplace sectors, and provider/physician networks.
- Thorough understanding including previous relationships with geographic specific key strategic customers and knowledge of industry marketing practices and trends.
- Demonstrated strategic thinking, problem-solving, analytical, critical thinking, and planning skills. Experience developing/implementing a strategy preferred.
- Initiative-taking nature and ability to manage change, anticipate risks, and design controls or mitigation.
- Excellent leadership and communication skills (written & verbal).
- Proficient at leading diverse roles and effectively engaging senior management.
- Strong judgment, prioritization, and decision-making skills, with an understanding of the broader context of corporate strategies.
- Comfort and confidence in engaging with diverse teams and backgrounds; routinely demonstrate inclusive behaviors; actively seeks out diverse perspectives and experiences.
- Demonstrated understanding of healthcare trends and policy issues around pharmacy and medical benefits and their potential impact on the company's business opportunities.
- Managed care/payer experience preferred.
- Up to 75% Travel.

EDUCATION REQUIREMENTS

- Required: Bachelor's degree (BA/BS)
- Preferred: Master's degree (MBA) and/or advance clinical degree RN, NP, PA