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# Example of Corporate Access Job Description

Our innovative and growing company is looking to fill the role of corporate access. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for corporate access

* Profitability - Meet customer needs while driving net revenue for Genentech
* Value - Increase Genentech’s value proposition to a complex customer
* Leadership - Create innovative ideas and approaches to address customer challenges and build strong, strategic partnerships
* Helping establish competitive and targeted contracts and terms where appropriate
* Driving account education and familiarization with Genentech, our products, differentiating points, competitive positioning and advantage in the marketplace
* Ensuring timely capitalization of opportunities or resolution of issues for all assigned accounts
* Serving as the primary point-of-contact for relevant Genentech stakeholders for each assigned account, and use a proactive, account-centric, multi-disciplinary approach to managing assigned accounts
* Ensuring favorable negotiation outcomes that align with approved MCCO strategies
* Representing Genentech's products, brands, and overall franchises to the highest ethical and professional standards and in accordance with guidelines, strategic and key brand marketing direction
* Supporting your manager in coaching, mentoring and helping develop fellow team members, and doing so by using only approved training, materials, resources, and following all approved policies and procedures

## Qualifications for corporate access

* Bachelor's degree is required (preferably in related field)
* Proficient in the use of PHS scheduling, Patient Registration/Patient Accounting systems and related software systems
* Working knowledge of Medical Terminology and CPT4 coding required
* Terminology and Working knowledge of computer operations and electronic interfaces is required
* Deep understanding of the Cash Equities / Equity Advisory Business
* Full appreciation of benefits of (and proven track record of) effective process management