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# Example of Director Strategic Operations Job Description

Our company is growing rapidly and is searching for experienced candidates for the position of director strategic operations. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for director strategic operations

* Provide independent PLM oversight
* Develop our Strategic Accounts contract management and operations strategy, practices and policies
* In collaboration with the account managers and directors, develop and negotiate patient access, pricing and contract terms to support business, financial and organizational goals
* Develop and train staff on processes and procedures empowering them to be the primary organizational contact during contract negotiations where the contract is routine in nature
* Serve as the primary organizational contact during contract negotiations where the contract requires specialized vehicles and techniques to accomplish business goals and objectives
* Serve as the liaison between account managers, finance, legal and business units in contract development, implementation and ongoing operations
* Oversee gross-to-net processes, including rebate submission validation, rebate estimates and accruals
* Partner with internal resources and external partners to develop, implement and maintain a streamlined rebate management and gross-to-net process
* Oversee the development and maintenance of pharmacy and medical benefit coverage and access goals and status
* Oversee the development, maintenance and distribution of managed care and distribution account level performance reporting

## Qualifications for director strategic operations

* Manages receipt of ongoing Multi-Year Operating Plan updates from Local Markets, Segments and Cross-Business Enablement areas
* BA or BS in business, engineering, or finance from an accredited university
* 7+ years of experience in consulting, business development, services, or pre-sales role within digital related industry
* Must be willing to work out of an office locate in San Ramon, CA
* Interpret mall rules and regulations
* Participate in mall security officer training