



Kala Pharmaceuticals, Inc. (Kala) is a biopharmaceutical company focused on the development and commercialization of therapeutics using our proprietary nanoparticle-based Mucus Penetrating Particles, or MPP, technology, with an initial focus on the treatment of eye diseases. We seek an accomplished National Account Manager with strong relationships in the US Payer Markets to join a start-up group that will set the course for KALA's Commercial Launch.

If you are interested in applying for this role, please send your resume directly to Careers@Kalarx.com and include the job title in your subject line.

Title: Director, National and Regional Accounts

Reports to: Executive Director, Account Management

This exciting role will be primarily responsible for:

- Working with national and regional accounts to maximize profitable sales and access of Company products
- Analyzing and negotiating contracts where appropriate with corporate and regional accounts
- Ensuring our sales teams are fully equipped with the information and direction necessary to implement payer account initiatives at the regional and local account level
- Project management with Legal, Finance, Regulatory and Field Sales Management in order to ensure effective product access and pull-through
- Assisting in the process of developing strategies and tactics that the Company will follow in order to maximize profitable revenue within assigned accounts and other contract organizations.

Additionally, we are looking for someone who is has the following qualifications and characteristics

- Bachelor's Degree required. Master's Degree or other related extended degree such as Pharm D preferred
- Three to Five Years National Account experience required and recent experience in the Ophthalmology Disease Area preferred
- Ability to multi-task and handle multiple projects and customers at one time essential. Must be able to exercise appropriate judgment when assessing the needs of each customer within a trade class and design a strategy best suited for the situation. Requires a high level of initiative and independence. Excellent written and oral communication skills are necessary. Strong analytical skills required.
- Previous relationships within national accounts and other contract organizations required. Strong interpersonal skills with the ability to enhance partnerships.
- High travel demands; must be able to travel in excess of 60% of the time with frequent meetings in home office.