



**Position:** Director, Patient Access and Reimbursement Support

**Job #: 03-223**

**Reports to:** Vice President, Market Access

**Location:** Waltham, MA

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### **Company Summary:**

Deciphera Pharmaceuticals is a clinical-stage biopharmaceutical company focused on improving the lives of cancer patients. We have used our proprietary drug discovery platform to develop a diverse pipeline of drug candidates designed to improve outcomes for patients with cancer by enhancing the quality and durability of their responses to treatment. We currently retain global development and commercialization rights to our drug candidates, including three programs in clinical development. Deciphera (NASDAQ: DCPH) is a publicly traded company headquartered just outside Boston in Waltham, Massachusetts. Our state-of-the-art research facility is located near the University of Kansas School of Pharmacy in Lawrence, Kansas.

We offer an outstanding culture and opportunity for personal and professional growth based on these key principles:

- Providing a collaborative, energized and fun work environment where people are empowered and supported in the achievement of their career goals
- Surrounded by diverse, multi-disciplinary, dedicated and talented workforce who are passionate about achieving excellence in all they do
- Driven by a work environment that allows employees to balance their priorities
- And above all else, focused on doing the right thing for the patients and their caregivers

### **Our Drug Discovery Engine – Kinase Switch Control Platform**

Our proprietary drug discovery platform is based on our deep insight into the biology of kinases, which are regulated by control of their shape, or conformation. The transformation of a kinase from an inactive to an activated state is dependent upon the interaction of one region of the kinase called the activation switch with an area called the switch pocket; a mechanism of activation that is common among all kinases. While this activation mechanism is common among kinases, the molecular structure of the activation switch and the switch pocket varies. At Deciphera, we take advantage of this activation mechanism by engineering inhibitors that selectively bind the switch pocket, preventing activation of the kinase. By directly targeting the switch pocket, we can engineer novel kinase inhibitors that are highly selective but also broadly active against the target kinase, covering both wild-type and many or all known mutant or amplified forms.

We believe no other kinase inhibitors on the market or active in clinical development directly target the switch pocket region, making Deciphera the only biopharmaceutical company that is currently developing kinase inhibitors using this approach. Our kinase switch control inhibitors interact at a molecular level in a way that is distinct from other kinase inhibitors and are designed to generate higher and more durable rates of response. Using our kinase switch control inhibitor platform, we have developed a diverse pipeline of differentiated,

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wholly owned, orally administered drug candidates that include three clinical-stage and two research-stage programs.

### **Position Summary:**

The Director, Patient Access and Reimbursement Support (Hub) is a newly-created role within Deciphera's Commercial organization. This role reports to the Vice President of Market Access and it will have a tremendous impact in bringing Deciphera's first oral cancer therapy to market for patients with gastrointestinal stromal tumors (GIST).

The Director, Patient Access and Reimbursement Support will lead development and execution of the U.S. patient services strategies with the objective of developing and implementing a robust Patient Support Services program for all products in Deciphera's portfolio. The Director will assess and adapt the services and strategy continuously to ensure that patients have timely and affordable access to their therapies their patient journey.

The successful candidate will have a demonstrable commitment to working for patient-focused pharmaceutical companies and understand the needs for engagement with the cancer or rare disease communities in a compliant manner.

### **Responsibilities:**

- Develop patient service strategies that maximize patient access to therapies; design and build out of all offerings with outside hub vendor and other providers.
- Set strategy, choose hub partner, and build out best in class services for Deciphera patients.
- Provide leadership oversight and management for the effective functioning of the hub by establishing and monitoring program goals and key performance indicators.
- Ensure hub performance is communicated to key stakeholders by developing and implementing performance dashboard and improvement plans as needed.
- Assess, plans, and executes strategies addressing patient-level barriers to product access
- Lead innovation and drive program enhancements that will optimize customer service and patient access to therapies by identifying emerging opportunities.
- Bring an analytic rigor to the patient services discipline and assist the commercial business make data driven decisions.
- Work with specific disease related, national, and global patient organizations to understand needs and communicate Deciphera solutions.
- Travel as necessary with Field Sales, Marketing, Managed Markets to visit accounts/make presentations about company's reimbursement strategy and services; attend commercial and other relevant business-related meetings
- Build and develop productive working relationships with external service providers and internal cross-functional stakeholders, such as data aggregators, specialty pharmacies and internal commercial operations and legal teams.
- Ensure effective and compliant implementation of Patient Financial Assistance programs.
- Serve as the main triage point with SPP/HUB and field access team to ensure that each patient is appropriately supported through the reimbursement process.

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- Provide subject matter expertise and guidance to the development of overall Commercial strategies.
- Partner with Deciphera's Legal Team ensure compliance to applicable laws and regulations.

**Qualifications:**

- Proactive, results oriented, self-starter motivated by the desire to do the right thing for the patients and their caregivers
- 10+ years of working in the pharma/biotech space, with at least 5+ years working in market access.
- Understanding of the oncology market place and the specific access support needs for patients with rare diseases.
- Demonstrated ability to build organizational capability and deep experience developing and managing manufacturer hub operations or specialty drug patient services/call center.
- In depth knowledge of pharmaceutical manufacturer compliance, patient confidentiality, product reimbursement and product access requirements.
- Knowledge of US payer coverage and reimbursement environment, CMS policies pertaining to access services as a result of the Affordable Care Act, and pharmaceutical channel dynamics.
- Knowledge of regulations and laws governing the protection of patient identifying information.
- Relevant strategic planning and execution skills including operations management, project/budget management, and working collaboratively with cross functional internal partners and external service partners.
- Proven track record developing and delivering patient access and continuity of care services in a high impact and cost-effective way.
- Must be a true team player – authentic, humble, able to build a positive team spirit and lead through the ups and downs of drug development, puts success of team above own interests and support everyone's efforts to grow and develop
- Ability and willingness to work effectively and seamlessly at multiple "altitudes" within the organization. Maintains a "no job is too big or too small" attitude necessary to succeed in a startup environment
- Must adhere to Deciphera's core values, policies, procedures and business ethics

This is a wonderful opportunity to join Deciphera's select team in a leadership position and become part of an emerging success story that is driven by the company's unwavering commitment to patients and to its employees. Deciphera offers competitive compensation, including equity-based compensation, and a comprehensive benefits package that includes medical, dental, vision, 401(k) retirement plan, life insurance and a flexible spending account for either health care and/or dependent care.