

POSITION REQUIREMENTS
POZEN, Inc. COMMERCIAL OPERATIONS

Position: Vice President, Customer Development

Reports to: Executive Vice President, Chief Commercial Officer

Location: Chapel Hill, NC

Background:

POZEN Inc. is a pharmaceutical company that has been committed to developing therapeutic advancements for diseases with unmet medical needs where it can improve efficacy, safety, and/or patient convenience. With fewer than 40 employees, POZEN has been focused in the pain area of innovative drug development. In the past, POZEN has created strategic, high-value partnerships with larger pharmaceutical companies for the commercialization of the company's drug candidates.

POZEN has developed and licensed TREXIMET[®] (sumatriptan/naproxen) to GlaxoSmithKline, launched in May, 2008, and VIMOVO[™] (naproxen/esomeprazole magnesium) to AstraZeneca, filed with the FDA in June, 2009.

POZEN has recently decided to retain control of the commercialization of their pipeline going forward. The company has several pipeline products, the first of which completed Phase II and is scheduled to go into Phase III in 4Q09. (See www.pozen.com for more information.)

POZEN believes that by employing a cost-effective evidence-based medicine approach, they can create and execute against a more efficient commercial model that will not only save lives, but be fiscally responsible and serve as a model for pharmaceutical companies going forward.

On September 14, 2009, POZEN announced the appointment of Elizabeth Cermak to the position of EVP, Chief Commercial Officer. This position reports to the EVP.

Position Description:

- Develop and execute trade and reimbursement strategies for PA pipeline, beginning with PA32540 for secondary prevention of CV/stroke.
- With MSLs, conduct education and market building with managed markets prior to launch of PA
- Provide pricing guidance and put in place programs to maximize PA revenue and profitability.
- With VP Marketing & Sales, develop marketing tools for key messages for reimbursement to support PA product positioning for prescribers and reviewers.
- Negotiate complex agreements with Managed care organizations to assure PA product inclusion and optimal pricing arrangements.

- Build relationships with and negotiate fee for service agreements with wholesalers
- Interact with the federal government, institutions, group purchasing organizations and wholesalers on a national level
- Provide expertise and guidance to the EVP on all matters related to commercial, governmental, Medicare, and other third party payers regarding existing and potential POZEN products.
- Identify partner for trade/reimbursement resources, build team and manage performance-based relationship.
- Keep abreast of industry and regulatory trends and developments.
- Conduct analytical research and competitive analysis.

Required Skills & Experience:

- 15 years experience in customer development for pharmaceuticals including for new small molecule product offerings.
- Demonstrated success in product adoption amongst trade, payer and managed markets customers.
- Productive relationships with managed markets decision makers.
- Experience at a VP or Director level leading a team to deliver product distribution and adoption results.
- Cardiovascular or Cancer therapeutic category experience preferred.

Leadership Characteristics:

- Strategic thinker with ability to develop and lead team towards practical execution.
- Results driven.
- Strong negotiations skills.
- Ability to operate in a small company environment.
- Proven track record in selecting, managing, and developing high performance talent.