Position Summary:
The Director, FP&A and Gross-to-Net is responsible for leading the Company's financial planning, forecasting, Gross-to-Net (GTN) forecasting and analytics, and business performance reporting. This individual serves as a strategic finance partner by providing insightful analysis that drives informed business decisions.

The role requires strong pharmaceutical industry experience with deep knowledge of Gross-to-Net accounting, government pricing impacts, rebate forecasting, financial modeling, and commercial finance. The successful candidate will combine analytical expertise with business partnership skills to improve financial visibility and drive profitable growth.

This position reports directly to the Senior Vice President, Chief Financial Officer. This position follows a hybrid working model with in office days on Tuesday, Wednesday and Thursday in Parsippany, New Jersey.

Primary Responsibilities:
Financial Planning & Analysis
- Lead the annual budget, quarterly forecasts, and long-range strategic planning process.
- Develop monthly financial forecasts for revenue, operating expenses, EBITDA, and cash flow.
- Prepare executive financial presentations for senior leadership.
- Analyze monthly operating results and identify key business drivers.
- Partner with department leaders to develop budgets and monitor spending.
- Drive continuous improvement in forecasting accuracy.
- Develop KPI dashboards and financial performance metrics.
- Support Board and Executive Leadership reporting.

Gross-to-Net Leadership
- Own the monthly Gross-to-Net forecasting process.
- Develop and maintain GTN forecasting models.
- Analyze forecast-to-actual variances.
- Partner with Market Access, Government Pricing, Trade, and Commercial teams.
- Monitor rebate programs including: Commercial Rebates, Medicaid, Medicare Part D, Chargebacks, Distribution Service Fees, Prompt Pay Discounts, Administrative Fees, Returns, Copay Programs, Patient Assistance Programs
- Evaluate the financial impact of pricing changes and contracting strategies.
- Lead monthly close activities related to GTN reserves.

Commercial Operations & Business Development Support
- Serve as finance business partner to Commercial Leadership.
- Evaluate new product opportunities.
- Support product launch planning.
- Perform customer profitability analyses.

- Analyze product mix and channel profitability.
- Support pricing strategy and promotional investments.
- Build business cases for commercial initiatives.
- Ad hoc requests from all members of the executive management team.

Qualifications:

- Bachelor's in Finance or Accounting / CPA or MBA preferred
- 8–12+ years of progressive finance experience, with 5+ years within pharmaceutical industry.
- Deep understanding of Gross-to-Net accounting, including government pricing knowledge.
- Experience with pharmaceutical forecasting.
- Advanced Excel and financial modeling skills.
- Experience working with ERP systems and financial reporting tools.
- Experience with Power BI, Tableau, or similar visualization tools.
- Excellent analytical and forecasting skills with the ability to apply intuitive logic.
- Self-starter who can be productive and efficient while dealing with complex business problems and shifting priorities.
- Excellent oral and written communication skills with the ability to present data in a comprehensive yet succinct manner while adhering to timelines.

Please submit your resume to klaffin@dexcelpharmausa.com