

Position: Director, Strategic Pharmaceutical Sourcing
Reports to: Senior Director, Strategic Pharmaceutical Sourcing

Red Oak is focused on the dynamic and high impact area of pharmaceutical purchasing. We are a team of industry experts, strategists, and entrepreneurial thinkers who apply innovative strategies that move pharmaceuticals to market more efficiently. As the exciting joint venture between two Fortune 20 leading healthcare companies, CVS Health and Cardinal Health, we are responsible for securing both companies' generic drug portfolios.

Red Oak seeks to add a Director, Strategic Pharmaceutical Sourcing to become part of our sourcing team and contribute to and help shape our bright future.

Location: Our office is located in Foxboro, MA, and we follow a hybrid work model, with Mondays and Fridays designated as work from home days.

Position summary:

Our new Director will be equal parts analytical thinker, negotiator, and relationship builder. They must have the poise and executive presence required to be a leader within the company, interact with other employees in a cross functional, company-wide manner, as well be outward facing in meetings with supplier partners and parent company contacts. This highly visible position will play a large role in shaping Red Oak's position in the market.

The Director will participate in all aspects of the Sourcing function as they partner closely with other Sourcing Directors to develop skills in the areas of decision modeling and pricing strategy, global supply chain logistics and innovative approaches to improve in-stock service levels. As importantly, they will observe the soft skills needed to manage, coach, develop, and mentor team members. Additionally, this role will conduct analyses on a wide variety of topics (e.g., pricing changes, product launches, contracting and portfolio risk), and support weekly and daily reporting programs to inform leadership.

Primary responsibilities:

- Demonstrate aptitude and apprenticeship mindset
- Support resolution of supplier operational issues; Focus on global logistics and resolve product supply issues
- Support the development of innovative purchasing programs that drive optimal in-stock supply and service levels
- Gather intelligence and manage "new to market" generic entries upon market formation
- Build and maintain relationships with suppliers
- Identify market risks and opportunities
- Mentor junior team members
- Ensure adherence to Red Oak's sourcing program

Qualifications:

- Bachelor's degree, preferably in a quantitative or technical field (e.g., engineering, science, finance); Masters'

degree in Business Administration, 10+ years' experience in related field

- Strong leadership skills with ability to prioritize and deliver on multiple concurrent initiatives that have significant financial and strategic impact
- Excellent verbal and written communication skills, with the ability to build productive long-term relationships at all levels of supplier organizations, including with senior executives
- Results driven with proven ability to perform in a fast-paced, ever-changing environment
- Strong analytical and financial acumen
- High level of self-confidence and sense of urgency
- Ability to maintain calm in high pressure situations
- Comfort with conflict and strong conflict resolution skills
- Ability to build and maintain strong relationships
- Superior Microsoft Office Skills (Outlook, Excel and PowerPoint)
- Ability and willingness to travel (up to 10%) to conferences and industry partner sites, primarily domestic, limited international
- Ability and willingness to actively participate in business meetings with industry partners scheduled after traditional close of business (up to 20%) such as dinner meetings