



Title: Senior Government Relations and Policy Manager – Ontario

About the Company

At Lilly, we're inspired to make a difference in people's lives every day – through the discovery of life-changing medicines, better understanding of disease management and support for people living with illness and their families and friends. Our work today – from our research programs to our volunteer initiatives – is a reflection of our heritage of uniting caring with discovery to make life better for people around the world.

At Lilly Canada, our Government Relations and Policy team is dedicated to making life better for Canadian patients by ensuring access without barriers to our Lilly medicines.

We are committed to investing in our employees – through competitive salaries, training and development and the opportunity to do good. The pharmaceutical industry is a complex, rapidly changing environment and we are looking for highly capable people to help us accomplish our mission!

About the Position

You are accountable for the development of policy positions and Ontario government relations strategies that protect our business interests and add value to the Canadian pharmaceutical policy debate.

Government Relations:

- Develop and maintain trusted relationships with key Ontario government officials, elected and non-elected, across relevant government departments, including: Health; Economic Development/Industry; Science and Innovation; Finance; Treasury Board; Intergovernmental Affairs; Seniors; MPPs; Policy/research staff in all parties;
- Work with both government and opposition parties to educate and advance Lilly policy positions;
- Have a broad sphere of influence within all areas of government relevant to the Lilly business and exchange information and ideas with key contacts both formally and informally on a regular basis;
- Work with professional associations and business stakeholder groups on a regional basis to educate on Lilly positions and to broaden the pharmaceutical policy debate with a focus on provincial pharmacy and medical associations, boards of trade, chambers of commerce and others with influence over provincial health care and economic policy;
- Facilitate a productive and informative dialogue between government, Lilly and other key stakeholders to broaden the policy debate and discussion;

- Serve as an active member of industry association committees to advance strategic policy objectives.

Policy:

- Develop strategic policy position(s) on assigned priority policy issues;
- Develop creative ways to bring value to the health care debate on sustainability and excellence in care, to enhance our reputation as a credible partner and obtain an ongoing “seat at the table” on key issues;
- Maintain deep, expert knowledge of national and provincial pricing and reimbursement environments;
- Ensure Lilly input is provided in advance of any major policy/legislative developments;
- Deliver submissions to appropriate legislative/standing committees based on Lilly policy positions.

Digital Outreach:

- Working in collaboration with the Communications Consultant lead on social media, develop, evaluate and revise, as required, digital outreach strategy and tactics to ensure they are connected to and support broader Lilly policy objectives regarding shaping the Canadian policy environment;
- Generate, as required, and oversee the development of appropriate digital content;
- Identify aligned stakeholder groups who are aligned with Lilly on key policy issues. Use digital outreach to amplify their policy positions/messaging;
- Use digital outreach to establish a social media conversation around key areas of policy interest such as innovation, the economy, access to medicines, health care policy.

About You

You have:

- Bachelor’s degree or higher.
- Min. 5+ years of experience in a government relations role. This may include time spent in market access or policy fields.

You know:

- The government and legislative process.

You are:

- Emotionally intelligent with strong interpersonal skills and a proven ability to lead without authority and partner effectively across all levels of an organization.
- Action-oriented and you’ve demonstrated this by managing complex projects in a fast-paced environment with changing and/or competing priorities.
- Flexible and have high learning agility that allows you to quickly adapt to new priorities and business opportunities.
- Analytical and business savvy, able to analyze, critically appraise and/or interpret complex information from multiple sources to create successful government relations strategies.

- Strategic and a lateral thinker, able to integrate in depth understanding of customer needs, to develop innovative and meaningful business solutions.
- Persistent and committed in your efforts to obtain policy outcomes.
- An excellent communicator.