

## **Fera Pharmaceuticals – Ophthalmic Account Manager**

Fera Pharmaceuticals is building a specialty ophthalmology company, and we are looking for experienced ophthalmology professionals who want more than a traditional sales role. This is an opportunity to join early, take ownership, and help build a company from the ground up.

We are seeking a high-performing Ophthalmic Account Manager with 5+ years of ophthalmology experience who wants to play a leadership role in expanding access to important ophthalmic therapies across the United States.

This role is designed for individuals who are motivated by growth, responsibility, and aggressive compensation tied directly to performance. Top performers will have the opportunity to grow rapidly as Fera expands its commercial footprint.

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### Role Summary

The Ophthalmic Account Manager will be responsible for building and managing strategic relationships with glaucoma specialists, pediatric ophthalmologists, comprehensive ophthalmologists, optometrists, and large ophthalmology practices within an assigned territory. The role requires strong clinical credibility, a deep understanding of ophthalmology practices, and the ability to drive adoption of specialty ophthalmic products.

As an early member of the commercial team, this individual will help shape territory strategy, identify key accounts, and establish Fera's presence in the ophthalmology community.

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### Key Responsibilities

- Drive territory performance and achieve aggressive growth targets
  - Develop relationships with high-volume ophthalmology practices and key opinion leaders
  - Educate physicians and clinical staff on Fera's ophthalmic products
  - Identify and develop new business opportunities within ophthalmology networks and large group practices
  - Build territory-level strategic plans to expand product adoption
  - Work closely with leadership to provide real-time market insights and feedback from physicians
  - Support physicians and office staff with access, reimbursement, and product education
  - Represent Fera Pharmaceuticals at ophthalmology conferences and regional meetings
  - Operate with a high level of independence and accountability within your territory
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## Who Should Apply

- This role is ideal for ophthalmology professionals who:
  - Have 5+ years of ophthalmology industry experience
  - Have strong relationships with ophthalmologist, specifically glaucoma specialists
  - Have consistently exceeded sales or territory performance targets
  - Want to move beyond a traditional pharmaceutical role and help build a company
  - Are motivated by high performance compensation and career growth
  - Experience working in ophthalmology-focused companies such as specialty pharma, biotech, or ophthalmic device companies is strongly preferred.
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## What Makes This Role Different

- Early-stage commercial team with significant opportunity for career advancement
  - Direct exposure to company leadership and strategic decision making
  - Opportunity to help shape the commercial strategy of a growing ophthalmology company
  - Performance-driven culture with high earning potential for top performers
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## Compensation & Opportunity

Fera offers a highly competitive compensation structure designed to reward performance, including:

- Strong base salary
- Aggressive performance-based incentives
- Opportunity for leadership advancement as the company grows
- Participation in building a rapidly expanding ophthalmology platform

Top performers in this role will have the opportunity to move into regional leadership roles as the organization scales.