

## **Corporate Management**

### **Holland Code: ECS**

#### **Background**

Corporate management is a broad term used to describe management positions for pharmacists who work in a corporate environment. This type of role can be found in all areas of pharmacy practice including, but not limited to, chain community pharmacy organizations, health systems, wholesale organizations, pharmacy benefits management, and the pharmaceutical industry. The responsibilities vary greatly depending on the type of corporation and the level of management status achieved. Corporate management positions are found in functional areas, such as store or site operations supervision, regulatory affairs, clinical support, human resources, information technology, merchandising, and marketing.

Respondents indicated that 39% of their time is spent on business/organization/department management. Eighteen percent is spent on project management with an additional 12% spent on personnel management. Eight percent is spent each on data management, service (such as committee work), and “other.”

#### **Characteristics**

A total of 34 corporate management pharmacists responded to the survey. Forty percent reported having a PharmD degree. Fifty-four percent had obtained an advanced degree such as an MA, MS, MBA, or PhD. Twenty-two percent had been through a residency. Thirty-five percent indicated having completed a certificate training program and 7% reported a Board of Pharmacy Specialties Certification. Additionally, 4% have completed some other type of training. Respondents’ average age was 49 years old. Two-thirds (66%) of respondents were male. Income data show 18% earn less than \$100,000, and 46% earn more than \$150,000. The average time worked per week was 43 hours.

All respondents stated that they were satisfied with their work, with 62% indicating “extremely satisfied” and 38% indicating “somewhat satisfied.” Seventy-five percent of respondents said that they felt their work was “extremely challenging” and 19% indicated that they felt it was “somewhat challenging.”

#### **Insider’s Perspective**

**What aspects of the job are most appealing?**

Several respondents indicated that they most enjoyed that their position allowed them to increase the ability of pharmacists to provide clinical services. Another said that they enjoy the ability to impact many pharmacists and therefore many patients. Along the same lines, one respondent said that they enjoyed leading others in the “evolution of community pharmacy practice.” Others enjoyed the work schedule, variety of work, and the flexibility to work from home.

**What aspects of the job are least appealing?**

Many respondents indicated that the extensive travel that is sometimes required can be taxing in these positions. Others indicated that they didn’t like dealing with corporate “politics” and paperwork.

**What advice should students and practitioners consider when selecting the option of corporate management pharmacist?**

One respondent gave the following advice “managing a Pharmacy Operation requires the ability to empower people, think ahead, and learn from the past. It requires discipline, juggling multiple projects, and setting priorities.” Another advised, “You need to have a commitment to pharmacy as a profession. If pharmacy is just a job for you, don’t pursue this area.”

Adapted from the American Pharmacists Association