



CONFIDENTIAL

COMPANY, POSITION & CANDIDATE PROFILES

Global Medical Device Company

“Head of Market Access”

Greater Copenhagen

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COMPANY PROFILE

Our client is one of the world's most successful medtech companies focused on developing and offering products and services that make life easier for people with personal and private medical conditions. Working closely with the users of their products, our client creates solutions that are sensitive to their special needs.

Our client is widely recognized for their ability to drive new product innovations and operates globally with representation in 40+ countries and with products sold in more than 130 countries.

The position

The “Head of Market Access” will play an important role in bringing our client to the next level. Moreover, being responsible for a team of 2-3 Market Access Managers, the position will lead the development of reimbursement strategies, while managing and facilitating the preparation of market access readiness among key regions/affiliates, including supporting affiliates in building best value arguments to secure reimbursement and to maximize profitability. Additionally, the role will be instrumental in ensuring that the design of clinical studies is fit for purpose in collecting evidence to optimize and maintain access status.

The role will have a particular focus on building core value dossiers as well as helping affiliates in local reimbursement submissions and mobilizing support from medical associations and patient organizations.

The ideal candidate is expected to navigate across all facets of the Market Access discipline – hereunder health economics, KOL/external stakeholder interaction, clinical evidence/publication and value communication as they relate to reimbursement strategy and execution. This encompasses building best value arguments to secure reimbursement and to ensure that the right price is set.

The ideal candidate has demonstrated clear leadership potential, while he/she possess strong strategic and tactical capabilities as the position is expected to develop a robust Global Market Access strategy and execution globally – with a particular focus on EU5, US & Japan.



POSITION PROFILE

- Position title:** Head of Market Access.
- Reporting line:** Director, Market Access.
- Reporting to the position:** Market Access Managers (2-3).
- Location:** Greater Copenhagen Denmark.
- Traveling:** 20-30 days per year (approx.).
- Responsibilities & tasks:**
- Leading a team of Market Access Managers (2-3).
 - Driving the clinical- and health economic standard within the assigned therapeutic areas.
 - Building compelling value argumentation by utilizing clinical and health economic evidence, supplemented with local evidence, and including developing tools and health economic arguments to be used for reimbursement applications and negotiations with payers.
 - Monitoring reimbursement systems, dynamics and trends globally.
 - Providing strategic input to both product-, clinical- and health economic evidence design during the product development process.
 - Building a global network within subsidiaries and partners, assisting their processes and supporting market access and local reimbursement projects and activities.
 - Developing a profound insight into local health care and reimbursement systems.
 - Preparing and launching updated market access platforms based on emerging trials.
 - Navigating smoothly across broad value documentation platforms – varying from scientific rationales, in-vitro data, user surveys, randomized controlled trials, meta-analysis, real world evidence and evidence emerging from new digital platforms.

Criteria of success:

- Developing, formulating and executing sound global market access strategies – hereunder reimbursement strategies – in alignment with business strategies.
- Setting clear direction and expectations for the team while creating followership.
- Delivering effective country specific market access packages, including best value arguments to secure optimal reimbursement.
- Building and sustaining excellent relationships at multiple levels throughout the organization and external stakeholder landscape.
- Demonstrating decisive and successful project leadership of global market access process implementations.
- Achieving cross-functional and organizational buy-in on market access plans and initiatives through seamless collaboration and best practice sharing with internal and external stakeholders.
- Contributing to an inspirational and high-performance culture in the Market Access team.



CANDIDATE PROFILE

The ideal candidate for this position should match the following criteria:

- Educational background:** Master's degree within health economics, health sciences, public health or similar.
- Language:** Fluent in English orally and in writing.
- Ideal experience:**
- 5+ years of experience within market access and international health economics.
 - Knowledge of international health care systems, pricing and reimbursement principles.
 - Well-versed in all aspects of value argumentation.
 - Proven track record in effectively conveying scientific value argumentation to non-health economists.
 - Demonstrated leadership capabilities/potential.
 - Experienced facilitator and communicator with the ability to manage and influence colleagues and stakeholders throughout the organization.
 - Preferably experience from working in a global/HQ setting.
 - Solid track record in transforming strategies into concrete tactical tools from a fact/data-driven approach.
 - Proven experience in managing projects and process implementation – preferably across different markets.
 - Strong experience in communicating and building relations to secure strong dialogue with local SUB's and key HQ stakeholders.
 - Solid experience from a fact/data driven organization.
- Personal competencies:**
- Take control/responsibility**
Makes sure co-workers and affiliates have a clear understanding of the direction of the tasks; acts; organizes resources and direct others toward successful execution of the tasks; makes things happen and follows through. Able to influence and manage others across the organization and across countries.

Commercial acumen

Demonstrated superior business acumen/commercial mindset combined with strong numeric skills and scientific understanding.

Analytical

Possesses a commercial analytical mindset with a good understanding of commercial processes. Navigates well within complexity and divides problems into relevant parts, while sensitively integrating the analytical output into a given context. Differentiates between key areas and irrelevant and less important areas. Understand trends, their implications, and opportunities in the external environment and gathers information from multiple sources. Assesses information, identifies opportunities and threats and develop appropriate response strategies.

Stakeholder management

Strong social skills and open to dialogue. Is pragmatic and able to identify, establish and maintain relations with stakeholders at all levels internally as well as externally and make people feel at ease. Achieves agreement by dealing with disagreements and potential conflicts with diplomatic skills. Develops and maintains networks.

Communication

Communicates the central issues in a discussion in a clear, fluent and precise manner, while being able to keep the recipients' attention and being attentive to the needs of others when he/she speaks. Produces written material, which is clear, fluent, precise and easy to understand for the recipients. Possesses excellent presentation and facilitation skills.

Humor

Possesses a good sense of humor, self-irony and enjoys working in a fast-paced environment where a constructive free tone is appreciated.

Independent

Is independent, self-assured, has a realistic belief in own abilities to take suitable measures in the execution of tasks, expects success regarding own initiatives, able to maintain momentum in case of adversity.

Team orientation

Collaborates and works well with others, with a view to obtaining the team's objectives by sharing information and supporting others. Fosters an environment of open communication and knowledge sharing. Encourage the expression of idea sharing. Proactively seek feedback and demonstrate a willingness to learn and to change.

Results and goal orientation

Ambitious while establishing visible and achievable goals for the co-workers. Focus on action, activities, and results. Is able to continue working on a specific problem, viewpoint or action plan until a result has been achieved or it is determined that an alternative approach is needed.

Intercultural understanding

Able to communicate with people from other cultures, notices and relates to problems as seen from other cultures' perspective.

Contact:

For more information on the position, please contact Sebastian Brabrand, Research Associate by email: sb@albright.dk