



<https://www.execcapital.co.uk/job/market-access-director/>

## Market Access Director

### Description

**Job Title:** Market Access Director

**Location:** London, UK

**Industry:** Pharmaceuticals / Biotechnology / Healthcare

**Type:** Full-Time / Hybrid working

### Job Overview:

As a Market Access Director, you will play a critical role in leading and developing market access strategies to ensure that our innovative products are successfully introduced to the UK healthcare market. You will be responsible for ensuring access to the National Health Service (NHS), private healthcare providers, and relevant healthcare systems. Your work will involve engaging with key external stakeholders, including payers, regulators, and policy makers, while collaborating closely with internal teams such as pricing, regulatory, medical, and commercial departments. This is a senior-level position that requires strong strategic thinking, excellent communication skills, and a deep understanding of market access in the pharmaceutical or healthcare sector.

### Key Responsibilities:

- **Develop and Lead Market Access Strategies:** Design and implement comprehensive market access plans for new and existing products, ensuring alignment with business objectives.
- **Engage with Key Stakeholders:** Build and maintain strong relationships with healthcare payers (NHS, private insurers), regulators, and decision-makers to facilitate access to products.
- **Health Economics and Outcomes Research (HEOR):** Collaborate with HEOR teams to develop compelling value propositions and economic models that demonstrate the clinical and cost-effectiveness of products.
- **Pricing and Reimbursement Strategies:** Define optimal pricing strategies in line with market needs and regulations, and lead the submission process for reimbursement applications.
- **Regulatory and Policy Engagement:** Monitor and influence UK healthcare policies, ensuring the company's products comply with relevant guidelines and regulations.
- **Cross-functional Collaboration:** Work closely with medical, commercial, and regulatory teams to ensure alignment in product positioning and strategy execution.
- **Competitive Landscape Analysis:** Analyze market trends, competitor strategies, and industry developments to inform decision-making and keep the organization ahead of market changes.
- **Team Leadership and Development:** Manage and mentor the market access team, fostering a high-performance culture and encouraging professional growth.
- **Risk Management:** Identify potential risks and barriers to market access, proactively addressing them to minimize impact on business operations.

### Hiring organization

Exec Capital

### Employment Type

Full-time

### Beginning of employment

1st November 2024

### Duration of employment

Perm

### Industry

Pharmaceuticals

### Job Location

London

Remote work from: United Kingdom

### Working Hours

9-5

### Base Salary

£ 115,000 - £ 125,000

### Date posted

September 14, 2024

### Valid through

31.10.2024

## Responsibilities

**Develop and Lead Market Access Strategies:** Design and implement comprehensive market access plans for new and existing products, ensuring alignment with business objectives.

**Engage with Key Stakeholders:** Build and maintain strong relationships with healthcare payers (NHS, private insurers), regulators, and decision-makers to facilitate access to products.

**Health Economics and Outcomes Research (HEOR):** Collaborate with HEOR teams to develop compelling value propositions and economic models that demonstrate the clinical and cost-effectiveness of products.

**Pricing and Reimbursement Strategies:** Define optimal pricing strategies in line with market needs and regulations, and lead the submission process for reimbursement applications.

**Regulatory and Policy Engagement:** Monitor and influence UK healthcare policies, ensuring the company's products comply with relevant guidelines and regulations.

**Cross-functional Collaboration:** Work closely with medical, commercial, and regulatory teams to ensure alignment in product positioning and strategy execution.

**Competitive Landscape Analysis:** Analyze market trends, competitor strategies, and industry developments to inform decision-making and keep the organization ahead of market changes.

**Team Leadership and Development:** Manage and mentor the market access team, fostering a high-performance culture and encouraging professional growth.

**Risk Management:** Identify potential risks and barriers to market access, proactively addressing them to minimize impact on business operations.

## Qualifications

### Qualifications:

- **Education:** Bachelor's degree in life sciences, health economics, or a related field; advanced degree (MBA, MPH, MSc) preferred.
- **Experience:** Minimum of 7-10 years of experience in market access, pricing, reimbursement, or health economics within the pharmaceutical, biotechnology, or healthcare industries.
- **Knowledge:** Strong understanding of the UK healthcare system, NHS structure, reimbursement pathways, NICE guidelines, and health technology assessments (HTAs).
- **Skills:**
  - Excellent strategic thinking with the ability to translate complex data into actionable business insights.
  - Strong leadership and team management experience.
  - Outstanding communication and negotiation skills, with the ability to influence stakeholders at all levels.
  - Analytical mindset with expertise in health economics, outcomes research, and pricing strategy.
  - Ability to manage multiple projects simultaneously and deliver high-quality results under pressure.

### Personal Attributes:

- Results-driven with a focus on achieving commercial objectives.
- Excellent relationship-building skills with both internal and external stakeholders.
- Proactive, solution-oriented, and adaptable in a fast-paced environment.
- High ethical standards and commitment to compliance.

## **Job Benefits**

- Competitive salary with bonus potential.
- Comprehensive benefits package, including healthcare, pension, and life insurance.
- Opportunities for professional development and career advancement.
- Hybrid work options (office and remote).