

JOB DESCRIPTION- PRMAM 01

Market Access Manager

Job Objective

Our client is the World's largest biotech company, with 14 pharmaceuticals on the market, a frontrunner in personalised healthcare and a global leader in cancer research and treatment for over 50 years. We are looking to help our client fill the role of a Market Access Manager.

The incumbent should be able to influence his/her own development. He/she should be passionate about pursuing interests and explore opportunities across functions and geographies. The successful candidate will develop and implement clinical/economic tools that promote the value of the company and provide Marketing & Sales with support through continuous interaction and training/education on Market Access related issues.

Job Title:	Market Access Manager
Department:	Marketing and Sales

Key Roles and Responsibilities

- Develop and implement clinical and economic tools (Pharmacoeconomic models, Budget Impact models and Value Dossiers) that promote the value of the company products to secure optimal funding & reimbursement with Private and Public sector funders and other applicable stakeholders;
- Develop, implement and maintain the Product Market Access Strategy Plan(s);
- Development of innovative access tools for assigned products, which optimizes patient access to the company products;
- Engage & persuade decision-makers in order to improve reimbursement and access to the company's products;
- Assist with motivations for reimbursement for assigned products;
- Construct Market Access plans for products in the launch readiness phase;
- Coordinate, negotiate and implement activities that directly impact the reimbursement status for assigned products in line with business plans / sales and marketing objectives of the company;
- Develop and publish materials in conjunction with local KOL's to show economic value of assigned products within the country's healthcare setting;
- Provide Marketing & Sales with support through continuous interaction and training/education on Market Access related issues;
- Interpret funder and network information on behalf of business.

Skills/Experience/Qualifications

Technical and Behavioural competencies

- Excellent communication, negotiations and persuasive skills and demonstrates inter-cultural adaptability and sensitivity;
- Well versed in proposal writing, follow up and implementation;
- Good interpersonal skills and self motivated with a demonstration of initiative;
- Ability to develop good relationships with key opinion leaders in the medical industry;
- Strategic with great problem solving and analysis skills;
- A motivated and highly innovative person with the ability to work independently as well as in a team;
- Computer Literacy in MS Office;
- The successful candidate must be fluent in English;
- Must be able to travel;
- Code 08 drivers licence.

Qualifications

- A Degree in Health Sciences (e.g. B Pharm / MBChB /B.Sc) or equivalent qualification;
- Health Economics/Pharmacoeconomics/Public Health qualification beneficial;
- Minimum 3 years' experience in the Health Care Industry of which previous experience in areas of Managed Care, Reimbursement will be an advantage;
- Proven record of consistent successful achievement;
- Experience of networking in Public Sector beneficial

Job Dimensions

- As above
- Any other tasks assigned by your Manager