

Associate Director, EU Market Access

[Apply Now](#)

Company: Certara

Location: United Kingdom

Category: other-general

Overview

The Associate Director of European Market Access is a key senior consultant role within Certara's Evidence and Access team. The Associate Director will sit within Certara's Global Market Access team and will have autonomous leadership of projects and client relationships and will have the opportunity to manage and coordinate multi-disciplinary project teams drawn from across the Certara Evidence and Access team, to synthesize and prepare client ready deliverables, and to present the work as needed to clients and their extended teams. The Associate Director of European Market Access may ultimately have direct line management of a team of 1-3 staff, though no direct reports are envisioned at the start for this role. Associate Directors at Certara are responsible to coordinate the activities of project staff as well as external partners (and any staff under direct line management if applicable) to drive profitable and high quality project delivery, and to facilitate account growth. For the role of Associate Director of EU Market Access, we are seeking an experienced market access consultant with broad knowledge of market access, pricing, reimbursement and HTA policy across Europe, with deep expertise and/or specialization in key relevant domains (eg. pricing, HTA, etc) or markets (French market experience would be considered a plus). The Associate Director EU Market Access will be tasked with collaborating with and cultivating client relationships, growing accounts and identifying new business opportunities, and will be given the opportunity to spearhead projects from proposal through to final presentation and delivery. The Associate Director EU Market Access will

also have the opportunity to play a supportive role in strategic planning, resourcing and other team shaping activities.

Responsibilities

Oversee the execution of an EU Market Access Strategy book of business, driving the development of the approach to the work, and guiding project teams in the execution of the business

Engage with clients and develop solutions/proposals to satisfy their needs in collaboration with the Director of Global Market Access and the business development team

Lead the design of research programs and manage the execution of the primary and secondary research needed to achieve project objectives

Independently manage and when necessary moderate primary research interviews and/or advisory boards with payers, physicians, patients and other stakeholders as applicable

Oversee teams in the compilation and analysis of market data, competitive intelligence, clinical data, information from research databases, sales information, market trends, published literature, previous health technology assessments and grey literature in order to meet project objectives

Identify and manage subcontractors and other outside service providers as necessary to meet project and business objectives

Independently, synthesize the assembled primary and secondary data to derive insights, strategies and recommendations, and to fulfill project and client objectives

Anticipate and communicate project risks, address project challenges, escalating as necessary to management and undertaking course correction as necessary

Manage the preparation of consulting reports and other client deliverables with support from project team participants and in collaboration with peers and other senior consultants in the business
Develop insightful conclusions and actionable recommendations
Prepare executive summaries as necessary
Respond to client needs by preparing ad hoc deliverables with the project team

Ensure deliverables are 'client ready', polished, and free of errors

Participate in and lead meetings with clients both on the phone and in person, present findings, provide updates to client and their extended teams

Contribute to proposals and marketing efforts from a research, methodology, and content perspective

Develop new business independently and cultivate client relationships

Qualifications

Education, Experience, Training, and Knowledge:

Bachelor's degree or Master's degree with at least 7 years of full time work experience in a related role at a consulting firm or a pharmaceutical company

Significant experience in developing and executing on evidence-based early stage, launch, and post-launch market access, pricing and value demonstration strategies for drugs and devices required

Demonstrated expertise in supporting and securing pricing and reimbursement of drugs, (medical devices, and diagnostics a plus) in key EU markets

Strong knowledge of the EU healthcare systems, payer funding pathways, and specific pricing and reimbursement nuances across EU

Proven ability to prepare, present, and contextualize complex charts, graphs, tables and PowerPoint slides

Strong interpersonal and organizational skills

Skills & Abilities:

Clear, concise, and insightful internal and external/client communications

Diligent oversight of project teams and follow-up of project requirements to remain on schedule and deliver to project requirements

Expertise in use of software for communications, analysis and presentations

Strong qualitative, quantitative, analytical, and writing skills

Ability to simultaneously manage multiple responsibilities, including internal/management related and external/client related activities

[Apply Now](#)

Cross References and Citations:

1. Associate Director, EU Market Access Presidentjobs Jobs United Kingdom
Presidentjobs ↗
2. Associate Director, EU Market Access Searchnzjobs Jobs United Kingdom
Searchnzjobs ↗
3. Associate Director, EU Market Access Aucklandjobs Jobs United Kingdom
Aucklandjobs ↗
4. Associate Director, EU Market Access NetworkengineerjobsJobs United Kingdom
Networkengineerjobs↗
5. Associate Director, EU Market Access Dermatologistjobs Jobs United Kingdom
Dermatologistjobs ↗
6. Associate Director, EU Market Access Topjobsearch Jobs United Kingdom
Topjobsearch ↗
7. Associate Director, EU Market Access Scholarjobs Jobs United Kingdom
Scholarjobs ↗
8. Associate Director, EU Market Access Veterinaryjobs Jobs United Kingdom
Veterinaryjobs ↗
9. Associate Director, EU Market Access Projectmanagementjobs Jobs United Kingdom
Projectmanagementjobs ↗
10. Associate Director, EU Market Access Ukrainejobs Jobs United Kingdom
Ukrainejobs ↗
11. Associate Director, EU Market Access SanfranciscojobsJobs United Kingdom
Sanfranciscojobs↗
12. Associate Director, EU Market Access Netherlandsjobs Jobs United Kingdom

Netherlandsjobs ↗

13. Associate Director, EU Market Access Theworkopportunity Jobs United Kingdom

Theworkopportunity ↗

14. Associate Director, EU Market Access Tunisiajobs Jobs United KingdomTunisiajobs ↗

15. Associate Director, EU Market Access Egyptjobs Jobs United KingdomEgyptjobs ↗

16. Associate Director, EU Market Access Torontojobs Jobs United Kingdom

Torontojobs ↗

17. Associate Director, EU Market Access Philadelphiajobs Jobs United Kingdom

Philadelphiajobs ↗

18. Associate Director, EU Market Access SoftwaregiantcareersJobs United Kingdom

Softwaregiantcareers↗

19. Associate director, eu market access Jobs United kingdom ↗

20. AMP Version of Associate director, eu market access ↗

21. Associate director, eu market access United kingdom Jobs ↗

22. Associate director, eu market access Jobs United kingdom ↗

23. Associate director, eu market access Job Search ↗

24. Associate director, eu market access Search ↗

25. Associate director, eu market access Find Jobs ↗

Source<https://uk.expertini.com/jobs/job/associate-director-eu-market-access-united-kingdom-certain-ad1144fec6/>

Generated on: 2024-05-06 by Expertini.Com