

Market Access Associate Director

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Company: Pharmiweb

Location: United Kingdom

Category: other-general

Associate Director Market Access

Hybrid Working – UK based.

The Role:

With the teams ongoing expansion, they are seeking an Associate Director to assume a key leadership position in the organization. In this pivotal role, you will serve as a senior lead for designated projects. Your responsibilities will encompass acting as the primary client liaison, guiding, and mentoring project teams to achieve client objectives, and conducting comprehensive strategic reviews to ensure the delivery of high-quality results to their clients.

This role also entails evaluating new business prospects, leading proposal development efforts, and fostering client relationships to enhance the chances of securing projects. You will collaborate closely with the leadership team to drive both business development and project delivery, aligning with financial targets and other performance metrics. Additionally, you will contribute to shaping the strategic direction of their services while actively participating in efforts to raise the external profile, such as preparing and delivering expert publications and presentations.

Responsibilities:

- Efficiently produce client – ready documents demonstrating how the project meet the clients' expectations and needs.
- Work closely with client's day to day responsible for.

o Liaising on project management needs and expectations, responding to client requests and proposals, ensuring projects meet their expectations and designing & reviewing deliverables.

- Demonstrate strategic insights, identifying solutions and gaining clients confidence.
- Create new business opportunities by proactively reaching out to prospective clients.

Qualifications and requirements:

- Degree in Health Economics, Public Health, or a relevant life science discipline.
- + 6 years' experience leading market access in a consultancy
- Experience leading business development activities, with a proven network of senior leaders and clients to contact.
- Experience leading and managing teams of people and projects day to day.
- Experience in Market Access, Pricing, Reimbursement, Literature reviews, value dossiers and Delphi panels.
- Excellent presentation, communication and client influencing skills.
- Excellent organizational skills
- Ability to work as part of a team and independently.

By clicking “apply” you will be sending your CV to Georgia Wright at Barrington James.

Georgia is a specialist Senior recruiter within Market Access and HEOR. She will discuss the opportunity in detail with you, facilitate your application and will manage the process acting as a link between the company and yourself. Due to the interesting nature of this position, it is likely that recruitment could close prematurely due to a high number of expected applicants. To avoid disappointment, apply as soon as possible.

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Cross References and Citations:

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