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Senior Value Director

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Company: Barrington James

Location: United Kingdom

Category: other-general

Senior Value Director My client is seeking a passionate and visionary leader with a strong experience in value communications, market access consulting and commercial business development. Role: This is an exciting new role reporting into the Practice Lead and will be responsible for a team of 10 reports with vision for further growth as part of their expanding client service offering. The Senior Director will spearhead the development, sales, and hands-on delivery of both traditional and cutting-edge consultancy offerings. The teams solutions will enable global market access teams to effectively communicate value propositions and shift payer perspectives, ultimately securing market access and facilitating patient access at regional levels. The right candidate will have the ability to focus on the content that will drive access, to understand payer perspective, and answer not what is the data, but what is the story behind the data? Key Responsibilities: Conceptualising and implementing cross-functional frameworks, developing value dossiers, evidence summaries, and thought leadership content. Leveraging payer insights through interviews and advisory boards to craft compelling, visually appealing narratives that resonate with payers and drive behavior change. The position demands exceptional project management, client relationship, and team leadership skills. The Senior Director will play a crucial role in shaping the strategic direction of the value evidence practice while actively contributing to business development and project delivery across the Policy, Access, Value, and Evidence (PAVE) consultancy. Ideal Background 15 years market access & value communications consultancy experience. Experience winning up to £5 million p.a. in new business. Track record in delivering varied global projects. Strong strategic thinking, commercial acumen, and the ability to

simplify complex data into impactful storytelling are essential. Additionally, the successful candidate should possess a deep understanding of the challenges faced by global market access teams and a curiosity to continuously innovate to meet their emerging needs.

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