

## **Job Title**

### **Market Access Manager**

## **Location**

Amsterdam, NL

## **Job Description**

You will be working for one of the biggest FMCG companies in the world who is focusing on bringing health through food to as many people as possible.

### **You are responsible for:**

Contributing to company's strategy from a Market Access & Health Economics perspective, developing value-based approaches to help drive company's commercial success. You will work across the entire Medical Nutrition portfolio. The Market Access manager reports to Global Market Access Director.

The Position is global in scope and has the responsibility to develop and implement the Market Access Strategy. The Market Access manager identifies requirements and trends from policy-decision makers, payers and reimbursement authorities, health care professionals and patients, and derives strategic and operational implications for company's R&D and CBUs. You will also engage the broader teams including R&D and commercial functions to shape the right go to market penetration strategy.

A key responsibility is to promote a Market Access culture and expertise within the organization at global, regional and local levels. Developing the expertise, skills and resources needed for an optimal balance between internal and external resources in achieving the desired goal.

Together with the other Medical functions, you work with internal and external stakeholders to adapt existing or develop new Healthcare Technology Assessments and frameworks for Medical Nutrition.

### **We are looking for a Market Access Manager with the following profile:**

- you have strong influencing and communication skills and you are able to develop a good understanding of company's business model.
- You have the ability to link strategy to clearly actionable initiatives and you are also able to anticipate stakeholder needs from decision makers and HTA agencies in various environments.
- You challenge in a constructive and collaborative way and have strong sense of business impact and business acumen.

**Key requirements:**

- You have around 5 years health care/Pharma industry international experience and have knowledge and understanding of various therapy areas fields.
- You are experienced in the healthcare industry and have awareness of its challenges and more specifically Market Access and Pricing & Reimbursement.
- You have a track record of working at the interface with R&D in demonstrating the added medical and economic value to patients, physicians and payers.
- You have practice in managing Market Access through various National Healthcare systems (Policies, Regulations, HTA).
- Next to this, you have experience in working in an international and cross-functional environment and in managing transversal and international business activities.
- You ideally have experience in the therapeutic areas targeted by the company
- you have knowledge/understanding of the Medical Nutrition regulations, reimbursement systems, Pricing system, business environment, challenges and strong motivation to enter the field.

**In terms of personality:**

- You are result oriented with an entrepreneurial mind-set and strong desire to shape new business territories.
- You have excellent negotiations and influence skills for internal and external parties and have a strong ability to work across functions.
- You are a team player with a proactive and collaborative approach and can work in a start-up environment with limited resources.
- You have an education in Health Economics, Epidemiology, Health Policy, or another Healthcare decision science and/or alternatively business/marketing degree complemented by a strong professional experience at the interface with R&D and in scientifically driven external institutions/agencies.

This vacancy is published on 19th January 2020.