

# Turkey Jobs Expertini®

## Governmental Affairs & Market Access Manager, Turkiye

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Company: Stryker

Location: Ankara

Category: other-general

### Why join Stryker?

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Our total rewards package offering includes bonuses, healthcare, insurance benefits, retirement programs, wellness programs, as well as service and performance awards – not to mention various social and recreational activities, all of which are location specific.

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At Stryker, the government affairs and market access capabilities integrate the fields of access/reimbursement, advocacy, and policy to support our growth and help achieve the company's mission. This position is a critical strategic role that will work with businesses and functions to drive growth in Turkiye, by ensuring all deliverables are aligned with Turkiye business requirements and regional strategy.

Based in Ankara, the Government Affairs & Market Access Manager, will report to the General Manager, Turkiye & CEE. This role sits on the Country Leadership team and will be a key enabler for growth.

### What you will do:

Collaborating across the Turkish leadership team and the Corporate Government Affairs & HEMA Team, to implement a government affairs and market access strategy to build the

company brand in the region and advance commercialization of key products

Designs plans for government outreach by providing analysis of emerging or existing legislative public policy issues impacting the company

Gathers intelligence and assists in the preparation of position papers, policy briefings, presentations, and legislative testimony for pending legislative actions

Position Stryker as a thought leader by coordinating actions through strategic partners in government, lawmakers, policy influencers and industry, building strategic partnership and communicating corporate positions and objectives

Lead specific government affairs and advocacy projects supporting product adoption

Partner with Corporate Government Affairs and Health Economics and Market Access (HEMA) Teams and Turkish leaders to lead trade association engagement and support Stryker's representatives to trade association boards

Collaborate with business and functional leaders to identify risks and opportunities within public policies in the region

Direct the development, creation, execution and communication of reimbursement assessments

Proactively provide guidance with regard to clinical and economic study designs to meet Market Access requirements of payers across the Turkiye region, be accountable for Turkish Market Access results

Establish and drive health economic data collection and analysis strategies to demonstrate economic value of Stryker technologies, including support for hospital negotiations and budget impact of key technologies to key stakeholders

Identify and drive Market Access and reimbursement opportunities, own key relationships with reimbursement organizations, key payers, surgeons/KOLs and medical specialty societies, and academia, to drive Stryker technologies and key business goals in an evolving marketplace

Proactively drive significant reimbursement policy trends in Turkiye that impact Stryker

technologies and key business goals

Provide subject matter expertise to Country Leadership Team in market access and health economics strategy development

Work collaboratively cross-divisionally and cross-functionally to integrate market access considerations into business strategies and continually build organizational capabilities in market access across the region

**What you need:**

Minimum bachelor's degree in Health Policy, Health Economics, Communications, or related field. Master's or doctoral degree in a healthcare related discipline or related field strongly preferred

A minimum of 8 years of related work experience in politics, government, or the life sciences

Prior relevant experience in a government agency or legislative office and/or government affairs at a company, trade association, or multi-client firm, experienced in representing a company at trade associations in front of government officials

Expertise and understanding of how policy is developed, advanced, and implemented

Understanding of the health policy landscape and experience in medical technology policy strongly preferred

Successful history meeting deadlines and effective time and process management

Track record of initiating and leading government affairs related projects

Demonstrated ability to be effective and successfully collaborate across a matrixed organization and to build strong working relationships with senior management and their teams

Thorough understanding of, and experience interacting with, payers and reimbursement bodies, value assessment organizations, Turkish health authorities, and relevant KOLs and a well-developed ability to drive market access strategies to compete in an evolving climate

Demonstrated experience with successful development and implementation of

reimbursement strategies

Experience in leading reimbursement strategies, developing payer value propositions and reimbursement solutions in a competitive global medical device marketplace

Expert knowledge of health economic research and the ability to strategically apply technical reimbursement knowledge to a variety of business situations

Strong analytical, project management and problem-solving skills

Strong influence management skills and ability to lead teams to work effectively across competing organization

Outstanding written and verbal communication skills to all levels, including executive management

**About Stryker** Stryker is a global leader in medical technologies and, together with its customers, is driven to make healthcare better. The company offers innovative products and services in MedSurg, Neurotechnology, Orthopaedics and Spine that help improve patient and healthcare outcomes. Alongside its customers around the world, Stryker impacts more than 130 million patients annually. More information is available at

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