

Turkey Jobs Expertini®

MARKET ACCESS LEAD

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Company: Michael Page

Location: İstanbul

Category: other-general

Localize and execute Market Access, value dossiers, and pricing that aligns with Global MAx strategy,

Align with major business aspects for identification and spread, or development of, best practices to gain patient input and involvement,

Strategic planning, and development of programs for operationalization of the market access public affairs & pricing strategy/ guidance set by Global. Based on that framework, provide assistance and coaching to key business partners within the organization to gain patient input and understanding,

Lead the marketing research activities related to payors, value and access with guidance from Global and provide Global with any valuable local MAx information,

Liase with the countries Market Access Heads on defining best practices and processes according the the local needs,

Consolidate pricing strategy based on an aggregation of current price performance, external pricing environment and competitive considerations,

Responsible for the design and implementation of pricing strategies and policies, to support the efforts of the company's sales and marketing areas through identifying & assessing financial, pricing related opportunities,

Develops and leads the execution of pricing strategic initiatives to address high priority needs that result in improved business performance,

Serves as a strategic advisor to senior Leader(s) by partnering with Access Heads, sales organization, Finance, and marketing to assure integrated plus profit maximizing approach to market,

Drive leadership projects on global and regional pricing issues/initiatives across franchises,

Play an active role within a brand team by collaborating with the brand team to identify opportunities related to achieving optimal pricing within each market and be a crucial contributor to delivering brand objectives,

Coordinate with pricing teams in the countries the standard operating procedures(SOP), and seek necessary endorsement and approval, and communicate to each country within the Region,

Conduct price risk and erosion assessment,

Price risk analysis to be conducted on a regular basis on existing and new products, based on regional and international price referencing,

Collaborate and partner with regional and cluster business operation and support functions on assessing price request to ensure prices are aligned with regional and global pricing strategies to achieve optimal prices and reimbursement within each market,

Consolidate published prices list of existing registered products for each market,

Consolidate Tender price lists for each account in each market,

Consolidate competitor published list price within the private market,

Support and collaborate with the cluster on tendering and discount activities for key private and Government accounts within the region.

University degree is required from technical departments such as pharmacy/medicine/science/economics,

Previous experience in either Market Access, commercial within the pharmaceutical industry,

Minimum 10+ years of experience in Market Access and Commercial Functions in the Pharmaceutical industry,

Quality and timely delivery of reports,

Insights gained from data analysis.

Our client is one of the leading Global Rare Diseases companies.

For their future development plans, we are looking for a:

MARKET ACCESS LEAD

Join a fast growing Rare Diseases Company.

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