

# Pricing and Market Access Consultant



## HERON Evidence Development LLC

### Somerville, NJ

June 2010

#### Contract Type

The permanent position is suitable for full-time employees only.

#### Why a Pricing and Market Access Consultant?

Heron Evidence Development provides services to the pharmaceutical, biotech and medical device industries that accelerate market access to modern treatments around the world. Heron is proud to count some of the largest pharmaceutical companies in the world as its clients. Heron is expanding its US operations and has a requirement for a Pricing and Market Access Consultant to help sustain rapid growth.

#### Role Objectives and Aims

A consultant's responsibilities will be to build key relationships through day to day client contact and successfully delivering projects. You will be expected to manage projects from start to finish and lead/develop Analysts to ensure your deliverables match the high quality standards Heron's clients expect.

You will be responsible for:

1. Contributing towards the global P&MA consulting business via the successful management of strategic projects in line with deliverables and client expectation.
2. Utilizing your industry insight and practice in the development of convincing project scopes, plans and deliverables gaining the successful buy in of both internal and external clients.
3. Managing new and existing client relationships, maximizing all revenue opportunities.
4. Supporting Heron senior management team in the development of strategic recommendations tailored to individual projects.
5. Managing project teams within Heron at Analyst level ensuring both the quality of delivered work along with the timing, while ensuring all staff under your guidance are adequately supported, motivated and directed.
6. Assisting clients with the development of product value propositions, investigations and market understanding related to views and opinions of payers, health policy makers and price sensitive customers.

Applicants will have pricing and reimbursement experience, and an awareness of associated issues on a US and European level. The role will require extensive project

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lifecycle management experience, including personnel management. Client relationship skills and presentation experience are also required.

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## Your Profile

- Bachelors degree in an appropriate discipline, Masters desired
- Experience within following environments desirable:
  - Healthcare consultancy
  - Pharmaceutical/biotech/Medical Device Company
  - Market Access/Managed Markets/Managed Care
- Strong analytical ability
- Self motivation and ambition
- A high degree of written accuracy and attention to detail
- Communication skills, especially in the relaying of technical information
- Flexibility
- The ability to continue a task or assignment through to completion
- Able to demonstrate competence in contact management software
- Able to demonstrate high competence with major Microsoft applications (Outlook, Word, Excel, PowerPoint)
- Demonstrable capability using internet search engines to conduct research
- You must have the right to work in the United States
- US driving license with clean record and your own car
- Advanced Account Management, Business Development or Executive Sales skills a plus
- Ability to speak another language would be an asset

## Your Reward

- Salary: Competitive with high earnings potential
- Performance review: 6-monthly
- Salary review: Annually
- Healthcare plan
- Flexi-time
- Computer
- Training

## Your Office Location

You will work out of the Heron offices located in Somerville, NJ although you may spend much of your time meeting clients. The office is within easy reach of New York City. Please send your CV to [USVacancies@heronhealth.com](mailto:USVacancies@heronhealth.com).