

# Pricing and Market Access Director



## 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 Director?

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 Director of Pricing and Market Access to help sustain rapid growth.

#### Role Objectives and Aims

A Director's responsibilities will be to lead and manage client contact, project plans and personnel at a unit level.

You will be responsible for:

1. Contributing towards the global P&MA consulting business via the successful full 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 effectively, maximizing all revenue opportunities.
4. Supporting to the 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, whilst 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 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
- Extensive and demonstrable experience and understanding Pricing and Market Access in the US
- Extensive project management lifecycle experience (from proposal to delivery)
- Demonstrable experience of acting as an innovative and strategic problem solver
- Client management and presentation experience
- Strong people management skills
- Good commercial acumen
- Strong analytical ability
- Self motivation and ambition
- Communication skills, especially in the relaying of technical information
- Flexibility
- Ability to work well under pressure
- Able to demonstrate competence in contact management software
- Able to demonstrate high competence with major Microsoft applications (Outlook, Word, Excel, PowerPoint)
- You must have the right to work in the United States
- US driving license with clean record and your own car
- 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).