

Employment opportunity

Market Access Associate Director, London

The Market Access Associate Director will be responsible for managing a team of consultants and analysts. Reporting to the market access division head, they will play an influential role in shaping the evolution and direction of the market access division of the business. As well as being responsible for leading projects and business development activities, this person will also be responsible for client and key account management and the mentoring and training of junior staff members.

The role encompasses both a commercial and scientific element and would suit an ambitious professional looking to excel and develop their career in pharmaceutical market access.



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Main duties include:

Deliverables and oversight

- Lead input into Global Market Access projects and engagements;
- Oversight and coordination of project plans (i.e., develop costs/budget, resource needs and timelines for projects that meet client objectives);
- Develop research objectives and determine appropriate methodologies;
- Conducting secondary research reports, advisory boards, training programmes and primary research interviews with a variety of respondent types (primarily Payers and Key Opinion Leaders);
- Leading project teams of Consultants and Analysts in development and delivery of global research projects and deliverables for clients

Client management and business development

- Playing an active role in business development activities including networking, receiving Requests For Proposals, drafting proposals, project costing, managing budgets and client compliance;



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- Maintain and establish relationships with key client contacts and organizations to develop business/win client sponsorships that are consistent with RP's strategic goals
- Work with Marketing and Business Development teams to develop targeting, client development plans, and meet sales and service requirements
- Writing papers and attending international conferences and meetings such as International Society For Pharmacoeconomics and Outcomes Research and World Evidence, Pricing and Access;

Development of staff

- Providing support to senior management day-to-day with regard to the management of junior staff; development and implementation of company procedures / practices

Required skills & abilities

Technical

- In-depth knowledge and proven understanding of global payer systems (including EU5, US, LATAM and APAC)
- Track record of developing market access strategy (including Payer Research, Landscape Analysis)
- Is able to add value on projects with minimal support (including data analysis, Storyboarding and slide development, Critical thinking & problem-solving skills, Internal/external interview guides / material development, PowerPoint and Excel deliverables)

Personal

- Ability to solve technical problems strategically and from a commercial point of view
- Strong interpersonal and presentation skills and the ability to contribute individually and in team settings
- Shows entrepreneurial mindset and passion to grow a book of business for a growth company
- Must have ability to work under pressure, meet deadlines, and work on multiple projects simultaneously
- Ability to establish credibility in front of senior management at client companies

- Well-developed written and verbal communication skills including presentations, chairing meetings, workshop facilitation, business and report writing

Post-COVID, international travel is expected and successful candidates will have to show a willingness and ability to travel to client locations and conferences.

Further information

This is a full time role (37.5 hours a week), based at our fantastic HQ location in Fulham Green, directly opposite Putney Bridge in London, which boasts free state-of-the-art gym with showers, on-site café, outdoor cinema, panoramic river views, landscaped gardens and regular social events.

About Research Partnership

We are the largest independent healthcare market research and consulting agency in the world. Trusted partner to the global pharmaceutical industry, we use our expertise and experience to deliver intelligent, tailor-made solutions.