

Employment opportunity

Market Access Director, London

The Market Access Director will be responsible for leading a team of consultants and analysts and will play an influential role in shaping the evolution and direction of the market access division of the business. Reporting into the company's management team, this position would have overall responsibility for the commercial performance of the division. There will also be a significant responsibility for growing the team via training and recruitment of additional hires. The position will also be responsible for thought leadership, product development and quality, and developing/establishing client relationships. This Director will work alongside other Directors, marketing and business development teams to achieve company goals.


Main duties include:

Planning and strategy

- Help develop and implement the strategic vision and plan for the division that is consistent with company goals and ensures practice achieves strategic goals;
- Establish eminence for the practice area with clients via content, publications, presentations, and other client visible mechanisms;
- Working closely with other Directors of the business to deliver strategic vision and advise on becoming a top-tier market access and research consultancy;
- Writing papers and attending international conferences and meetings such as ISPOR and World EPA

Deliverables and oversight

- Provide critical leadership in developing brand strategy and addressing access and reimbursement issues;
- Lead input into Global Market Access projects and engagements;



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- Oversight and coordination of project plans (i.e., develop costs/budget, resource needs and timelines for projects that meet client objectives);
- Develop proposals 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 to deliver and deliver global 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;
- Maintain, develop and establish relationships with key client contacts and organisations 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 & Access

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)

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
- Taking lead role in outlining the resource requirements for the division, working with RP People Team to identify recruitment priorities. Strong involvement in recruitment process as leader of the market access division

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.
