

## Head of Market Access to Oncopeptides, Inc

The Head of Market Access will be a key member of the core project teams responsible for planning and commercializing Oncopeptides' first therapy, melflufen, in the US. The role is responsible for the development, implementation and ongoing assessment of all product and market strategies to secure and maintain optimal market access by collaborating with key stakeholders in the US, while ensuring alignment with and endorsement from global headquarters.

The position will collaborate closely with cross-functional leaders, including Marketing, Sales, Legal/Compliance, Medical Affairs, Human Resources, Regulatory, and Manufacturing. Success will require the individual to have relevant hematology/oncology launch experience and develop strong cross-functional relationships to effectively influence decision-making across the organization, both in the US and at global HQ.

This position is full time and based in Mountain View, CA. Domestic and international travel up to 20 %.

### Job description

- Build Oncopeptides' US commercial Market Access function, including the establishment of individual roles and teams, and all processes, systems and tools required to successfully procure, distribute and enable product access.
- Hire a MA team that will be able to collaborate effectively with internal key stakeholders (i.e. Medical Affairs, HEOR, Marketing and Finance)
- Serve as an active member of the US Oncopeptides Commercial Leadership Team
- Establish, manage and execute a business plan and budget for the Market Access group, reflecting clear alignment with the Commercial organization's goals and objectives.
- Effectively manage external vendor/partner relationships to ensure high quality services, the utmost compliance with Oncopeptides' and industry policies, practices and regulations.
- Design and set strategy for market access function to include pricing, contracting, reimbursement, value proposition and messaging, payer management, channel management and distribution, patient support services and field reimbursement support that is reflective of a proactive competitive edge.
- Support Global Supply Chain roadmap development and maintenance for systems, data, reporting, process optimization, and related change management activities.
- Develop appropriate programs, tools and communication materials to effectively address payers' needs to render informed coverage decisions, as well as overall approach to therapeutic class management.
- Recommend and manage various market access research initiatives, collect and integrate payer/market insights to inform brand strategy; specifically, reimbursement trends and competitive landscape.

## Qualifications

- Pharmaceutical/Biotech industry experience required with at least 10+ years of experience with a proven track record in Market Access, Pricing and/or HEOR. Strong leadership abilities to develop and lead high performing teams and individuals
- Strong understanding of US market access environment; product launch experience from market access perspective (global experience is a plus)
- Ability to review clinical and health economic literature, including disease state information, clinical trial design and results, and economic studies in order to understand the implications for value to payers
- Excellent analytical skills and solid understanding of major market reimbursement systems, current health policy topics and working knowledge of health economics
- Knowledge of and working experience with pricing and research methodologies
- Deep understanding and compliance with the OIG and FDA regulations governing pharmaceutical marketing and the PhRMA code
- In-depth understanding and first-hand experience of strategically overseeing US Market Access requirements and regulations, and developing, then executing on strategic plans with a successful track record
- Ability to communicate effectively and with influence; having a persuasive and credible presentation style at all levels of the organization
- B.S. Degree or higher, preferably in Life Sciences, advanced degree preferred

## Ready to join?

Please send your CV and cover letter to [career@oncopeptides.com](mailto:career@oncopeptides.com) and mark your application with: Head of Market Access.

We handle screening and selection continuously and therefore encourage you to apply as soon as possible, but no later than 15<sup>th</sup> of September 2019. Start-date will be according to agreement. All enquiries are treated confidentially and will be handled in accordance with GDPR.

For further information regarding the role please contact Keith Lui, US Senior Vice President, on e-mail to [keith.lui@oncopeptides.com](mailto:keith.lui@oncopeptides.com).