

# HEAD OF HEOR NORDICS

*Posted on 24 januari, 2024*

**Company Name** Daiichi Sankyo Nordics

**Location** Sweden

## Job Description

Do you want to join an exciting journey? Our client, [Daiichi Sankyo Nordics](#), is now expanding and we are searching for a

## Head of HEOR Nordics

### The Position:

As the Head of HEOR Nordics, you will be responsible for strategy building and development of health economic evidence, outcomes research and reimbursement submissions for products in our oncology portfolio. You will work together with a team of market access and HEOR professionals in Daiichi Sankyo and in our alliances, to demonstrate payer value and ensure patient access at target prices. Daiichi Sankyo's Nordic organization is growing and the Head of HEOR will be a key contributor to crafting a skilled, agile, innovative and cross functional organization with robust insights to market dynamics and a strong understanding of customer needs. The role is new and will be reporting to the Market Access & HEOR Director Nordics, and can be based in Sweden or Denmark.

### Key Responsibilities:

- Leads reimbursement processes in Nordic markets, including submission strategy, dossier preparation, health economic modelling, and payer interactions in close collaboration with Market Access Country Heads
- Responsible for adaptation of global health economic models and acquiring data inputs to accurately populate the models to reflect local environments
- Responsible to identify and generate robust Real World Evidence (e.g. treatment patterns, real-world efficiency, burden of illness, costing, epidemiology studies, etc.) that can be used with

decision makers, and support successful reimbursement and access for Daiichi Sankyo's products

- Coordinates reimbursement processes for products across countries and in the alliances with other pharma companies, and review progress to ensure all actions and work-streams are completed as agreed
- Provide training and support cross functional teams to ensure effective use of health economic data, materials and tools
- Handle external HTA consultant/agency relations and lead business relationships with relevant customers with regards to HTAs
- Leads projects on dissemination of health economic and outcomes research knowledge internally and externally in co-operation with different stakeholders
- Maintains expertise in scientific and health economic principles, and develops best practices in HEOR
- Strong contributor to integrated evidence plans and data packages, to address the data needs of key external partners
- Monitors and communicates key trends critical to market access/HEOR submission to relevant internal stakeholders as basis for potential actionplanning
- Works in close collaboration with the Market Access Country Heads to optimize reimbursement and pricing strategies in each of the Nordic markets
- Senior liaison between the Nordic HEOR team and HEOR teams in Global, European and

## Alliance organizations

- As a member of the Nordic Market Access Leadership team contributes to building the market access and HEOR function, strategic decision making, and prioritizations, across the Nordic markets

### **Qualifications:**

- Formal education in Health Economics/Economics or similar (University degree level. PhD is an advantage)
- At least 7 years professional experience in HTA, HEOR and market access in pharma company or consultancy (experience from oncology therapies is an advantage)
- A deep understanding of HTA and reimbursement processes in the Nordic markets and previous experience in leading HTA submissions
- In-depth HEOR technical expertise and experience
- Fluency in English and one of the Nordic language
- Strong ability to collaborate, build trust and relationships internally and externally (experience of working in an alliance is a plus)
- Strong leadership and communication skills
- Strategic and tactical agility, coupled with a commercial attitude and business Acumen

- Proactive, with excellent planning, analytical, and negotiation skills
- Strong interpersonal skills and ability to successfully work within a matrix and multicultural organization
- People management experience is an advantage

### Apply today!

This recruitment is handled by our recruitment partner, Moveup Consulting AB. To apply, please send your CV and a cover letter as soon as possible to [daniel.kremer@moveup.se](mailto:daniel.kremer@moveup.se)

*By submitting your application, you also consent to us storing your personal data, including CV & cover letter and that we have the right to share this information with third parties (our client). You can revoke the consent whenever you want.*

### Om företag

#### Passion for Innovation. Compassion for Patients™

Daiichi Sankyo and its 18,500 employees in more than 20 countries are dedicated to the creation and supply of innovative pharmaceutical products. We have a 2030 Vision to become an "Innovative Global Health Care Company Contributing to the Sustainable Development of Society". Our European headquarters are in Munich, Germany and we have affiliates in 12 European countries.

The Nordic headquarter opened in November 2018 and is based in Copenhagen, Denmark. For more information: [www.daiichi-sankyo.eu](http://www.daiichi-sankyo.eu)

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