

# MARKET ACCESS MANAGER NORDICS AND BENELUX

*Posted on 21 februari, 2024*

**Company Name** Otsuka

**Location** Stockholm

## **Job Description**

### **The Position:**

Join our dynamic team as a driving force behind our Market Access, Pricing, and Reimbursement (P&R) initiatives across the vibrant Nordic-BeNeLux region! You'll play a pivotal role in the company, ensuring our life-changing products reach those who need them most. You will lead crucial Market Access, P&R endeavors across all OPSAB markets, making a tangible impact every step of the way.

### **Key Responsibilities:**

1. Take ownership of planning and leading Market Access, Pricing, and HTA activities for designated products within the Nordic-BeNeLux region.
2. Define payer evidence requirements and develop comprehensive P&R strategies for both existing and pipeline products to ensure successful market access.
3. Coordinate the development of P&R/HTA dossiers and health economic models in collaboration with internal stakeholders and external experts, facilitating national reimbursement across selected markets.
4. Lead national P&R negotiations and maintain communication with key stakeholders including P&R/HTA authorities, tender bodies, and other relevant stakeholders.
5. Manage local pricing activities, reimbursement renewals, tender applications, and price negotiations across all markets.
6. Collaborate closely with OPSAB Leadership, Product Core Teams, and European Market Access, Medical and RWE Teams to align on market access needs and initiatives.
7. Actively participate in Product Core/Brand Teams to support product life-cycle planning, sales, marketing and value demonstration efforts.
8. Provide support and guidance to Regional Market Access and Key Account Managers in payer negotiations and market access activities.

### **Your Background:**

- Direct experience in P&R/HTA within a multi-country setting, preferably with knowledge of all

Nordic countries.

- Substantial experience in the pharmaceutical sector, particularly in Market Access, P&R/HTA in the Nordic region. Additional experience in BeNeLux or other European markets is advantageous.
- Excellent communication skills, fluent in English (both spoken and written). Academic research experience in health economics or relevant disease areas is desirable.
- Strong understanding of healthcare delivery, reimbursement, and payment systems in Nordic markets.
- Results-oriented with a focus on delivering high-quality outcomes and exceeding business goals.
- Ability to manage multiple activities within tight timelines while maintaining compliance.
- Capable of operating at both strategic and operational levels with attention to detail.
- As a person, you are driven, ambitious, and eager to develop in a dynamic organization. You thrive with the multifaceted tasks in a smaller setting, tenaciously working toward long term objectives.

## 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

At [Otsuka Pharmaceuticals](#), we are dedicated to making a difference in the lives of patients. With operations in Denmark, Finland, Norway, Sweden, Netherlands, Belgium and Luxembourg our regional office currently focuses on rare diseases (currently Nephrology, Oncology/Hematology) and CNS, striving to address high unmet patient needs. Our innovative pipeline fuels our commitment to provide a series of groundbreaking treatments in the coming years.

**Consultant Name** Daniel Kremer

**Consultant Number** 0733-872724

**Consultant Email** [daniel.kremer@moveup.se](mailto:daniel.kremer@moveup.se)

**Cosultant Linkdin** <https://www.linkedin.com/in/danielkremer/>

