MARKET ACCESS MANAGER NORDICS/BENELUX (HTA)

Posted on 4 januari, 2021

Company Name Otsuka

Location Stockholm

Job Description

At Otsuka Nordic, we work with innovative pharmaceutical products, particularly in our core areas of CNS, endocrinology, nephrology and oncology. Otsuka is committed to develop continuously and be a leader in these specialist areas.

Otsuka was founded in Japan in 1921 and began operations in Europe in 1979. The Nordic affiliate was founded in Stockholm in 2001 and has operations in the Nordic countries as well as in BeNeLux.

Otsuka Nordics is part of Otsuka Pharmaceutical Europe ., Ltd., a wholly owned subsidiary of Otsuka Holdings Co., Ltd., Otsuka Group's holding company. The Otsuka Group employs approximately 45,000 people globally, and has products available in 80 countries. We are very proud of our employees, and our ambition is to be a world class organisation with the right skills, attitude, and creative and innovative thinking to represent Otsuka in our Nordic/BeNeLux countries. At Otsuka Nordic we are convinced that every employee can make a big difference for patients in their daily lives.

Currently we are looking for a **Market Access Manager** for the Nordic and BeNeLux Region. This is an opportunity to join a dynamic organisation with both an interesting product portfolio as well as pipeline products.

The position as Market Access Manager will include managing pricing, HTA, reimbursement, tender and market access work in all Otsuka BeNeLux countries (current: Sweden, Norway, Finland, Denmark, Iceland, Belgium, Netherlands and Luxemburg), and also overall responsibility for mature products in the region. The Market Access Manager is based in the Stockholm office.

Key responsibilities will include:

• Define Payer Strategy for all Otsuka products on market and in the pipeline

• Manage payer evidence development needed for successful market access in the Nordics BeNeLux

• HTA and reimbursement applications in line with payer strategy

• Work closely with the European Market Access Team to ensure that Nordic payer evidence needs

are addressed in the European payer evidence projects

• Manage Otsuka´s national pricing and reimbursement negotiations in assigned therapeutic areas

• Maintain and develop dialogue with national payers and payer influencer such as reimbursement authorities, HTA bodies and KOLs.

• Support field market access and key account managers with advice, input and data development to expand local payer network

• Support product teams to ensure market access of Otsuka products

• Active member of Brand Team for assigned products

• Manage tenders in effective collaboration with key internal stakeholders and external stakeholders in line with need to support Otsuka´s strategy and products

• Work with key internal stakeholders to develop market access capabilities and internalize market access thinking in all customer facing roles

• Involved in initiatives to optimize market access across the Nordics BeNeLux in collaboration with BUD and Sales managers

• Devote time to work with European market access function or other relevant functions (ex mature products portfolio) on European projects as requested

• Accountable for Otsuka´s development and overall competences within Market Access

• Overall responsibility for the Otsuka mature products portfolio including the sales and marketing process involved.

Your background

We are looking for someone with approx. 3-5 years experience in the pharmaceutical sector with a proven background in Market Access, HTA, Tender and Pricing and an uncompromising commitment to compliance.

You have understanding of healthcare delivery, reimbursement and payment systems in the Nordic markets and direct experience of working with pricing and reimbursement in a setting with multiple countries and practical experience from at least one of the Nordic countries.
You are result orientated, consistently delivering the goals and metrics of the business within tight timelines and striving to always exceed these.

You are able to operate at a strategic level and then switch to an operational one, rolling up the sleeves to ensure success where necessary.

You can manage and coordinate sales activities directed towards administrators, influencers, tender

business and other third parties

Application

We are looking forward to receiving your application, with a CV and Cover letter, please email to daniel.kremer@moveup.se

If you have any questions regarding this open position please contact Daniel Kremer at +46 (0)733 87 27 24 or daniel.kremer@moveup.se

Genom att skicka din ansökan ger du också ditt samtycke till att vi lagrar dina personuppgifter, inklusive CV & personligt brev samt att vi äger rättigheten att dela dessa uppgifter med tredje part (vår uppdragsgivare). Samtycket kan du återkalla när du vill.

Om företag

At Otsuka Nordic, we work with innovative pharmaceutical products, particularly in our core areas of CNS, endocrinology, nephrology and oncology. Otsuka is committed to develop continuously and be a leader in these specialist areas.

Otsuka was founded in Japan in 1921 and began operations in Europe in 1979. The Nordic affiliate was founded in Stockholm in 2001 and has operations in the Nordic countries as well as in BeNeLux.

Otsuka Nordics is part of Otsuka Pharmaceutical Europe ., Ltd., a wholly owned subsidiary of Otsuka Holdings Co., Ltd., Otsuka Group's holding company. The Otsuka Group employs approximately 45,000 people globally, and has products available in 80 countries. We are very proud of our employees, and our ambition is to be a world class organisation with the right skills, attitude, and creative and innovative thinking to represent Otsuka in our Nordic/BeNeLux countries. At Otsuka Nordic we are convinced that every employee can make a big difference for patients in their daily lives.

Consultant Name Daniel Kremer

Consultant Number +46 733 87 27 24

Consultant Email daniel.kremer@moveup.se

Cosultant Linkdin https://www.linkedin.com/in/danielkremer/