

# MARKET ACCESS MANAGER - STOCKHOLM

*Posted on 13 augusti, 2024*

**Company Name** Abbott Diabetes Care

**Location** Stockholm

## Job Description

### Abbott Diabetes Care (ADC) is hiring!

We are seeking a dynamic and innovative professional to join our team in a strategic role that bridges the gap between payors, key stakeholders, and our business. This is an exciting opportunity to make a significant impact on people living with diabetes by enabling access to the latest technology.

The role is office based in **Abbott Diabetes Care Stockholm**, with expected travels, nationally and internationally.

## Primary Responsibilities

- Develop and implement innovative partnership strategies.
- Provide leadership and strategic direction related to the government healthcare and payor landscape.
- Be the interface with payors and key stakeholders such as national/regional authorities, tender units, wholesalers, and distributors.
- Secure successful engagement with Key Opinion Leaders (KOLs) and government decision makers.
- Report and analyze all aspects of the payor/key stakeholder/wholesaler business, making recommendations to the leadership team.

## Key Accountabilities

- Understand stakeholder needs and industry trends.
- Anticipate changes to the payor, key decision maker, and customer environment and assess impact to ADC business.
- Lead the development of the Swedish payor and key stakeholder/wholesaler strategy.
- Ensure market access for all ADC products.
- Identify new business opportunities that benefit or customers, payor and ADC.

- Develop and execute a business plan to establish short-term and mid-term gains for ADC.
- Provide analytical, strategic, and financial evaluation of pricing strategies for the payor and the regions.
- Establish key metrics for all activities and monitor to understand the return on investment of key initiatives.

## Requirements

- Preferable education, bachelor and/or master's degree in health administration, health economics, or similar
- Strong knowledge and experience in healthcare and payor environment
- Knowledge of and previous experience in pharmaceutical and devices products is an advantage
- Fluent in Swedish and English

## We are looking for you

The ideal candidate for this role is someone who demonstrates the ability to interact and collaborate with other team members. They are a team player who fosters and reinforces the positive, value-driven team spirit and entrepreneurial culture within the company. They proactively establish and maintain effective working relationships with all other departments and personnel.

## What can we offer you?

Abbott provides a varied, challenging and international position in a dynamic and pleasant working environment. In our organization, you can count on excellent primary and secondary benefits, a positive working atmosphere, a personal growth plan, extensive training opportunities and good career perspective. We are in the business of advancement, both in health solutions and in the lives and careers of our employees. Our work across the world and in many areas of healthcare provides a rich environment for our employees to explore career paths, interests and opportunities.

## Welcome to apply!

In this recruitment, Abbott Diabetes Care is collaborating with Moveup Consulting.

For questions regarding the position, please contact recruitment consultant

Richard Etz, 0733-872721

Please send your application in the form of a CV and a cover letter via email to [richard.etz@moveup.se](mailto:richard.etz@moveup.se)

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

## **Om företag**

*Abbott is a global healthcare company devoted to improving life through the development of products and technologies that span the breadth of healthcare. At Abbott, we're committed to helping you live your best possible life through the power of health. For more than 125 years, we've brought new products and technologies to the world -- in nutrition, diagnostics, medical devices and branded generic pharmaceuticals -- that create more possibilities for more people at all stages of life.*

*Today, 109,000 of us are working to help people live not just longer, but better, in the more than 160 countries we serve. Our mission is to understand that the first step to living your best life is good health. Everything we make is designed to help you do just that. That's our commitment to building life-changing technologies that keep your heart healthy, nourish your body at every stage of life, help you feel and move better, and bring you information, medicines and breakthroughs to manage your health*  
[www.abbott.com](http://www.abbott.com)

## **About Abbott Diabetes Care**

*We are committed to assisting individuals with diabetes in managing their health by offering life-changing products that provide precise data to drive well-informed decisions. We are transforming the way people monitor their glucose levels with our innovative sensing technology.*

**Consultant Name** Richard Etz

**Consultant Number** 0733 - 87 27 21

**Consultant Email** richard.etz@moveup.se

## **Consultant LinkedIn**

[https://www.linkedin.com/in/richardetz?lipi=urn%3Ali%3Apage%3Ad\\_flagship3\\_profile\\_view\\_base\\_contact\\_details%3BwD84ybNTSiSgi5B173y8Nw%3D%3D](https://www.linkedin.com/in/richardetz?lipi=urn%3Ali%3Apage%3Ad_flagship3_profile_view_base_contact_details%3BwD84ybNTSiSgi5B173y8Nw%3D%3D)