

For our team, we are currently looking for a

VP Market Access (m/f/d)

Industry: Medical Devices

Employment: Full-time position

Qualifications: Degree in Health Economics, Public Health, Health Policy, or related field;
at least 10 years work experience in a related position

Your role

As “VP Market Access”, you will be responsible for defining and executing a global market access strategy with initial focus on Europe and North America. This strategy will need to be closely aligned with our clinical development plan, diagnostic and therapeutic indication-specific medical guidelines, and related national reimbursement schemes. You will take the lead in developing clinical and economic value propositions for payors and providers, in a highly challenging environment across diverse regions with complex and differing needs.

Specific activities include:

- Defining and implementing strategic plan for payor value generation, working with regulatory agencies and medical affairs experts
- Mapping external payor and provider environment, communicate to internal stakeholders relevant information regarding the reimbursement landscape of key markets
- Working closely with local, regional, and global market access experts on health economic dossiers that will be tested extensively with medical experts and national leaders
- Providing input for clinical trial and publication strategy planning to support country-specific reimbursement and market adoption
- Ensuring that clinical trials are in line with the global market access strategy and helping to detect need for evidence generation as required for advancing indication and market access
- Providing input into development of local marketing material, ensuring that all marketing and sales programs comply with company standards and external regulations
- Remaining informed of current developments within pertinent medical and scientific communities through familiarity with current literature, attendance at conferences, etc.
- Continuously expanding medical and scientific knowledge and maintaining an awareness of relevant industry and market trends (i.e., competitive, technological, social and economic)
- Building company’s global market access team as required to achieve strategic and commercial business objectives
- Defining and managing budgets for internal and external market access resources, ensuring that spending is managed effectively to output and plan.

The position is based in Munich, Germany, with hybrid and remote work as an option. However, you will drive market activities across Europe, in North America as well as other parts of the world.

Your qualifications / profile

The qualified candidate should have a Masters' Degree or equivalent in a relevant discipline (e.g., M.Sc. in Health Economics, Public Health or Health Policy), a strong background in global health economics, excellent analytical skills, and a strong experience and knowledge in the following areas:

- A minimum of 10 years of professional experience in the medical device industry (preferably with global responsibility / exposure) with a focus on market access and health economics
- Demonstrable experience in the development and commercialization of medical devices, including launches, incorporating clinical trial design and regulatory authority interaction
- A significant network within the European and North American Market Access environment (e.g., health insurances, regulatory bodies, providers' medical controlling)
- Deep understanding of the medical affairs function, health economics, clinical trial methodologies, value proposition, HTA, early access programs, and reimbursement submissions
- Understanding and experience of the reimbursement environment for major European and North American markets
- Demonstrated leadership ability to successfully work across functional and geographic boundaries, preferably across multiple countries/market types/access models
- Experience in building and leading winning teams
- Strong business acumen with ability to think strategically

Your skills / abilities

- Ability to create and implement strategic plans in a "green field" environment
- Excellent organizational skills and the ability to self-manage efficiently
- Excellent communication skills in English, both verbal and written (German a plus)
- Ability to travel as required

In addition to the "hard skills" listed above, we require a passion for exploring new ground, a self-starter and 'sleeves rolled up' mentality, an entrepreneurial spirit, and the desire to work closely in a team.

We offer

- An exciting and diversified work environment
- Breakthrough technology in the growth market of medical technology
- Substantial individual responsibility and the opportunity to realize your own ideas
- A young and dynamic team to work with

About iThera Medical

iThera Medical offers the next generation in photonic molecular imaging technology. The company was founded in 2010, as a spin-off from the Helmholtz Center Munich. Together, we pursue the further development of proprietary optoacoustic imaging technology for use in preclinical and clinical applications. Our international customers include the most prestigious research centers, academic hospitals and pharmaceutical companies. Please visit our website for more information (www.ithera-medical.com).

Do you want to take on responsibility and help us shape a leading-edge technology in a dynamic environment? Then we are looking forward to hearing back from you (email: careers@ithera-medical.com)!

If you have any questions, please contact us:

Contact: Christian Wiest (CEO)

Email: careers@ithera-medical.com

www.ithera-medical.com