



CONSULTANT PRICING & MARKET ACCESS (UNITED KINGDOM)

LOCATION: Flexible

TYPE: Full Time, Permanent

SALARY: Competitive salary

ABOUT VALID INSIGHT

Valid Insight is a fast-growing, **independent global market access consultancy**. We specialise in insights and strategic support to help maximise the market access, reimbursement and pricing opportunity of a product. This can involve formulating pricing and market access strategies, and building and communicating payer-focused value propositions. Our clients include the top 20 global pharmaceutical companies, and biotechnology, medicine device, and diagnostic companies.

Valid Insight provides a stimulating and challenging work environment, and clear career progression for self-motivated, talented individuals. We have a strong focus on quality and expect all our staff to be able to combine strategic thinking with clear, accurate, and concise communication.

We are seeking Consultants to join our team to support our growing team. Successful candidates will be responsible for management and delivery of projects that provide solutions to the most cutting-edge market access challenges in the industry.

ABOUT THE ROLE

The role will involve working within a team helping to develop deliverables for clients to include strategic insights and recommendations, therefore your ability to interpret data from a variety of sources and communicate these effectively is essential.

Consultants will project manage several strategic and technical projects, including managing the day-to-day delivery of projects and project teams to time, budget and the highest quality; this will involve:

- **Utilization of experience and insight** in the development of convincing project scopes, plans, and project deliverables, gaining the agreement of both internal and external teams
- **Development of in-depth knowledge of various disease areas** and demonstration of the ability to apply this knowledge to strategically position a product
- **Assisting clients with the development of product value messaging and communication strategy**, providing consultancy and advice to enable understanding of the disease/clinical landscape/market
- **Managing client relationships effectively**, controlling scope and expectations within won projects and identifying opportunities for future projects
- **Effectively managing more junior individuals within a project team** to ensure the timely delivery of high quality work
- **Motivating, supporting, and managing project teams** while openly communicating to senior levels to create a positive working environment for all staff at all levels
- **Fostering working relationships with business development colleagues** through high-quality project work, contacts, and contributions to the development of proposals for new projects
- **Leading by example on aspects of client presentation and project delivery**, ensuring all quality assurance procedures have been followed and every project deliverable is timely and of the highest quality
- **Working efficiently and with skill in time management/task prioritization** to enable profitable completion of projects
- **Responsible for the financial governance of a project**, including regular monitoring and tracking of project finances (revenue recognition and forecasting) to ensure projects are completed profitably and according to budget

DESIRED SKILLS AND EXPERIENCE

We are looking for candidates with an outstanding academic background who are confident operators at all levels. The successful candidates must have a post-graduate qualification in a relevant scientific, medical or economic discipline and first-hand experience of one or more of the following:

- ☐ Market access strategy
- ☐ Pricing and reimbursement
- ☐ Health economics
- ☐ Statistical analysis
- ☐ Analysis and interpretation of clinical trials

More specifically, we are looking for:

- ☐ **Experience within a healthcare or pharmaceutical organization** and/or healthcare consultancy as well as training and experience in medical/scientific writing are desirable
- ☐ **Good understanding of pricing, reimbursement and market access and the issues facing clients**, including payer trends, recent country specific pricing, reimbursement and market access developments, therapy area specific trends, pricing trends (list versus net) etc.
- ☐ **Ability to talk knowledgeably about the nature of pricing, reimbursement and market access issues facing clients** (investment decisions, clinical development and evidence generation, strategic pricing and market access, etc)
- ☐ **Ability to understand client issues and develop a framework for solving the issues identified**, with proven experience and ability in innovative and strategic problem solving
- ☐ **Knowledge and experience of pricing, reimbursement and market access consulting methodologies**, (qualitative and quantitative methodologies)
- ☐ **Strong understanding of how to define, create and communicate product value**
- ☐ **Proven experience of building evidence-based payer value propositions** across different healthcare systems
- ☐ **First-rate writing abilities with clear experience in report writing**, with a strong desire to produce high quality deliverables
- ☐ **Extensive project management experience in evidence-based medicine/outcome research**, with the ability to control projects from proposal through to delivery with successful client outcomes
- ☐ **A strong track-record of timely and high-quality project delivery**, with demonstrable experience in producing client-ready deliverables that clearly show an understanding of client requirements
- ☐ **Experience in managing large written communication based projects** such as GVD's including a high degree of understanding of the factors that impact on successful completion of such large written market access communication projects

- ☐ **Good time management skills**, including the ability to manage own time and others time to work to deadlines and the ability to manage multiple work-streams and lines of communication simultaneously
- ☐ **Self-motivation, ambition, and flexibility** with an ability to cope under pressure/with competing demands
- ☐ **Excellent interpersonal and team-working skills and a positive attitude**
- ☐ **Proven client-facing skills** and **exceptional communication skills** (including presentation skills)
- ☐ **Computing skills**, including a working knowledge of MS Office (Word, Excel, and PowerPoint in particular)
- ☐ Valid Insight is a global consulting firm; **fluency in English is required**, additional fluency in at least one European or Asian language is desirable.

APPLICATION

If you feel you have the skills and experience to add value to our team then please email a CV and covering letter to discover@validinsight.com also stating your current or expected salary package.

For further details please visit our website www.validinsight.com
Applicants must be eligible to live and work in the EU.

NO AGENCIES

