

Market Access Consultant

Company:	OPEN Access Consulting (OAC)	
Location:	Marlow	
Reporting to:	Managing Director	

Job description and success indicators

Company Summary - OAC

OAC believes that a compelling value strategy, supported by a robust and appropriate evidence base, should be at the heart of all activities to optimise patient access to life-changing healthcare interventions.

We work in partnership with the life-sciences industry in the development and delivery of robust product value strategies throughout the product life cycle at a UK, EU and Global level. Our high-calibre, experienced team ensures that all stakeholders involved in the decision-making pathway to fund, prescribe and deliver products and services are considered, and that a robust programme of activities is created and implemented to optimise uptake of the product.

At OAC, we recognise that demonstrating value is getting tougher and that there is a requirement from payers, physicians and patients for stronger, more compelling supporting evidence. Our unique market access offering works closely in partnership with our OPEN Health sister companies to ensure the entire value strategy and market access programme is underpinned with the right data, at the right time, to drive a change in practice.

We currently have 10 people in the team and growing.

You will love this role if you:

- Want to work across a variety of UK, EU and Global market access projects with an active role in business development
- Wish to work in an environment where individuals are encouraged to develop through participating in training programmes aligned to personal development plans
- Enjoy working in a fast growing team, all dedicated to optimising patient access to life-changing drugs, devices and diagnostics
- Thrive in a busy, exciting and fast-paced environment
- Take pride in your work and building long-term relationships with clients and KOLs

You will be a success if you:

- Are independent, alert, eager self-starter
- A problem solver
- Have strong communication and relationship building skills (verbal and written)
- Are persuasive, positive and assertive
- A good team worker
- Have excellent time management and project management skills

Overview of role:

To account manage OAC clients ensuring timely and profitable delivery of high quality market access projects. To work with the Managing Director of OAC to develop and expand the market access business.

Primary responsibilities:

1. Identify and secure opportunities for market access business from the current healthcare and commercial environment
2. To maintain up to date knowledge of the NHS and UK healthcare environment
3. To ensure profitable and timely delivery of high quality market access projects
4. Maintain a client facing role throughout the delivery of a project and be accountable for ensuring that client objectives are met through to the final deliverable
5. To work with the Managing Director in business development, identifying new opportunities and clients for OAC
6. To support the development of junior members of the market access team

Additional responsibilities:

1. Contribute to the continuing achievements and annual targets of OAC
2. Line management responsibility of members of the market access team
3. Maintain thorough working records of all project activities

Personal specification:**Skills:**

- Knowledge of structure and function of the UK, EU or Global healthcare environments
- Experience of working in market access in the pharmaceutical industry or consultancy
- Knowledge of pharmaceutical industry; relating to product development, approval, marketing and continued lifecycle management
- Good basic clinical knowledge and experience across a range of specialties
- Proven track record of project management from conception through to delivery
- Minimum of 5 years relevant experience
- Graduate or relevant healthcare qualification
- Strong presentation skills
- Car owner with full driving license
- IT literate – working knowledge of Word, Excel and PowerPoint essential



