

Confidential executive search brief

Corporate Affairs and Market Access Director, UK

Client profile

Our client is a young, fully integrated specialty pharmaceutical company. They launched the first product from their R&D pipeline in 2009 and have two other novel products in late development.

Role context and overview

The Corporate Affairs and Market Access Director will report to the UK General Manager and will be a key member of the UK leadership team. They will be responsible for:

- Development and implementation of a strategic plan for market access and corporate affairs.
- Implementation, oversight and execution of the plan, including direct management of some key programmes as well as leadership of initiatives that will be implemented by colleagues and via contracted resources.
- Development of tactics and tools for access to, and engagement with, commissioners and NHS management.
- Representation of the company within industry initiatives that involve market access and/or external corporate affairs activity, including representing the company with industry bodies (e.g. ABPI, EMIG, EMG) and within relevant patient groups
- Providing market access and NHS policy expertise within the business, keeping abreast of, and communicating, these NHS changes and their impact on the company.
- Providing appropriate input to Global market access strategies and tactics, keeping appropriate Global colleagues informed of relevant programmes and initiatives.

Candidate profile

Candidates for the role may currently be:

- An experienced Pharma/Biotech market access professional with a track record of successfully working with, and having access to payors, commissioners and NHS management; these individuals should ideally have prior experience in Sales, Marketing and line management; Or,
- An experienced NHS manager with background in service design and commissioning who is looking to move into the Pharma sector to broaden skills and career experience.

All candidates should possess all or most of the following skills and competencies:

- Line management experience, to enable them to provide leadership within the business and to align and motivate teams.
- A network of accessible NHS management contacts through which they can engage in developing effective strategies and tactics for market access.

- Strong networking skills, likely to be an extroverted character, who is familiar with building effective and influential relationships within and outside of their organisation.
- Articulate, demonstrates excellent verbal and written communication capability. Can explain complex concepts in a clear and concise manner.
- Thinks strategically – able to stand back from the detail, think conceptually, provide vision, can contribute effectively to business strategy. Exercises good business judgment.
- Good project management capability, focus on implementation, strong results focus.

Our client's preference will be to appoint this person on a full time, employed basis. However, flexible working arrangements will be considered for this role. It will be important that the CAMA Director is able to be office-based in SE England for around half of their time.

Further information

For further information please contact the company's retained executive search partners at Barrett Webb, Sue Rossiter or Dorota Hrstic on 01727 85 77 55. To apply please send your CV in confidence to, Dorota.Hrstic@barrettwebb.com quoting reference BW/645.

A more detailed brief will be available to candidates in due course.

Barrett Webb is a leading specialist executive search firm working with clients across the pharmaceutical and life sciences industry in Europe. For further information please visit our website at www.barrettwebb.com

