

Associate Director of Market Access Policy

About Dolon

Dolon is a leading strategic market access consultancy that specialises in creating value propositions and shaping policy for medicines to treat rare and severe diseases. We have an exciting client base of fast-growing companies with innovative and important portfolios of medicines. Working in close partnership, we help them to define and communicate the value of their products to payers, policymakers and society.

Headquartered in London with staff across Europe, Dolon is a small, dynamic company with a strong reputation and a bright future. Dolon is organised internally into three business units: (i) Value Strategy & Communications (ii) Pricing & Reimbursement and (iii) Market Access Policy.

The opportunity

As part of the company's growth and expansion, Dolon is looking to appoint an Associate Director in the Market Access Policy business unit. This role is an exciting opportunity for an individual to contribute to the growth potential of this service offering in response to increasing demand from both existing and new clients.

Dolon's approach to market access policy is strategic, evidence-based and collaborative. We help clients identify and articulate policy issues and use innovative approaches to engage a diverse range of stakeholders in constructive exchanges of ideas and perspectives in order to achieve common ground in advancing patient access to treatments for rare and severe diseases.

The Associate Director will assume responsibility for undertaking Market Access Policy projects, providing decisive intellectual and strategic direction in collaboration with project teams. Externally, the Associate Director of Market Access Policy will seize the opportunity to interact and create networks with figures from across the pharmaceutical industry, the rare disease community and government. Internally, the individual will have line management responsibilities and contribute to the growth of the business by building productive client relationships, converting opportunities and devising service offerings in alignment with client needs and company positioning.

This is a unique opportunity to join a young company and to be part of its exciting growth trajectory.

The position will be based in Europe. Dolon's headquarters are in London, but there is potential flexibility in location for the right candidate.

Associate Director responsibilities

As Associate Director of Market Access Policy, the individual will be responsible for:

- Working with clients to understand their needs and achieve their goals
- Drafting project proposals and defining project scope and methods
- Providing guidance and overseeing the quality of research conducted by junior members of the project team
- Leading on strategic and intellectual content of policy projects, including translation of research and evidence into insight and recommendations
- Planning and monitoring project resources and timelines
- Preparing and delivering reports and presentations
- Organising, attending and facilitating face-to-face events (e.g. client meetings, workshops, roundtable working groups)
- Growing Dolon's network of relationships with key opinion leaders and policymakers
- Cultivating business leads and opportunities with new clients

Line management responsibilities

In this role, the individual will be responsible for day-to-day management of a small team of Analysts and Consultants and will contribute to the following:

- Allocation of projects and proposals across project teams
- Supporting and mentoring staff

- Identifying training needs and opportunities
- Conducting performance reviews

Experience

- 7+ years of experience in consulting, research and/ or pharmaceutical industry in a market access or policy role
- Client-facing and project management experience, especially working across multiple stakeholders
- Strong healthcare industry insight and understanding of the market access environment and its impact on market access strategy development
- Experience in rare or severe diseases such as oncology, immunology or blood disorders
- Line management experience
- Experience with business development and sales (desirable)
- Track record of producing high quality publications or white papers (desirable)

Skills

- Ability to structure evidence into compelling narratives
- Creative, innovative and able to think outside the box
- Excellent verbal and written communication
- Commercial, strategic and analytical thinker
- Anticipates and solve problems independently
- Attention to detail

Knowledge

This position requires strong knowledge of:

- Rare disease policy
- Pharmaceutical industry business model
- Market access strategy development
- Pricing and reimbursement systems (especially in Europe)
- Current trends in the market access landscape

Postgraduate qualification in a relevant field (e.g. economics, business, political science) or life sciences would be beneficial but not a prerequisite.

Personal traits

We place particular importance on emotional intelligence and the ability to get along with other people – empathy, maturity and optimism are important values to ourselves and our clients.

How to apply

For further information about this post or to apply, please contact Adam Hutchings, Managing Director at Dolon Ltd. (No recruiters, please)

Email: adam.hutchings@dolon.com

Tel: +44 (0)203 036 0705

www.dolon.com

Applicants must be eligible to live and work in the EU.