

# Dolon – Consultant / Senior Consultant

## Value, Pricing & Access

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### About Dolon

Dolon is a leading strategic market access consultancy that specialises in supporting clients with their pricing and reimbursement strategy, shaping policy and creating value communication materials 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 their pricing and reimbursement strategy to ensure successful patient access to treatments.

Headquartered in London with staff across Europe, Dolon is a small, dynamic, fast-growing company with a strong reputation and a bright future.

### The opportunity

We are seeking a Consultant / Senior Consultant to join our team.

This individual will be responsible for managing projects, supervising junior staff, and contributing to the growth and direction of the business.

This role will be focused primarily on product-level value, pricing and access strategy projects, including assisting clients with the collection of stakeholder insights, the development of market access strategy and value propositions, pricing strategy, market access planning and some cross-portfolio policy work.

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

The position is based in London, but flexible working arrangements can be considered for the right candidate.

### Project responsibilities

The role will require working across a broad range of projects:

Primary focus: Product-specific projects:

- Leading on the collection of insights from payers and other stakeholders (interviews and advisory boards)
- Providing high-level and innovative strategic input into product-specific market access strategies
- Gap analyses of clients' market access strategies and proposing solutions to bridge gaps
- Conducting research into country P&R systems and recent HTA decisions to inform P&R strategy
- Developing value propositions and value messages

Secondary focus: Cross-portfolio projects and knowledge development:

- Creating, developing and validating value and pricing frameworks in rare diseases
- Monitoring policy trends shaping the rare disease market access environment
- Developing policy recommendations in the rare disease space
- Supporting the development of narrative documents and communication materials
- Building and sharing market access knowledge within the Dolon team

Tasks:

- Working with clients to understand their needs and achieve their goals
- Conceptualising and structuring complex information and drawing insights and recommendations
- Creating de novo analytical and conceptual frameworks
- Facilitating internal workshops and managing client input into projects
- Organising and facilitating external advisory boards and interviews
- Providing guidance and overseeing the quality and content of research conducted by junior members of the project team
- Translating research and evidence into insight and recommendations
- Preparing and proofreading deliverables
- Delivering reports and presentations
- Planning and monitoring project resources and timelines
- Drafting project proposals and defining project scope and methods

- Identifying and converting leads and opportunities into new business

## **Client relationship management**

Since this role involves working on product-level and cross-portfolio strategic projects, there will be a high level of engagement with senior-level client stakeholders across market access, pricing, government affairs and corporate functions.

- Act as a primary point of client contact throughout a project
- Create long-term partnerships and relationships with clients
- Manage relationships with senior-level clients
- Assist clients in managing their internal stakeholder relationships
- Be alert to and cultivate business leads and opportunities with new clients

## **Experience**

- 2+ years of market access, health economics, outcomes research, pricing or policy experience in the pharmaceutical industry or consulting
- Client-facing and project management experience (essential)
- Scientific, consulting or economic background
- Experience in rare or severe diseases such as oncology, immunology or blood disorders (desirable)

## **Skills**

- Strategic and analytical thinker
- Able to anticipate and solve problems independently
- Credibility when interacting with very senior individuals within client companies
- Workshop facilitation
- Able to multi-task
- Manages and meets timelines
- Strong research skills
- Good at communicating complex ideas in a clear and succinct manner
- Excellent writing and presentation skills
- Attention to detail

## **Knowledge**

This position requires strong knowledge of:

- Pricing and reimbursement processes in key European markets (essential)
- Drug development and commercialisation
- Pharmaceutical industry structure and practices
- Current issues affecting the market access policy environment in respect to treatments for rare diseases

Postgraduate qualification in health-related field (e.g. policy, communications, economics, biostatistics, epidemiology) 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 email [recruitment@dolon.com](mailto:recruitment@dolon.com). (No recruiters please). When applying for the role, please submit your current CV along with a covering letter.

**Closing Date:** 31<sup>st</sup> December 2018

The role will preferably be located at Dolon's offices in London; however we will consider applicants located in Europe. All applicants must be eligible to live and work in the UK and/or the EU.