

Consultant/Senior Consultant, Market Access Policy

Company description

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.

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 company is internally organised into three business units: (i) Value, Pricing & Access (ii) Market Access Policy (iii) Research & Analytics.

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

Role description

The role will assume responsibility for undertaking Market Access Policy projects, providing decisive intellectual and strategic direction in collaboration with project teams. Externally, the Consultant / Senior Consultant 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 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.

Key responsibilities

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 (e.g. publications, white papers, reports)
- 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

Knowledge

Knowledge of the following is desirable:

- Current issues affecting the market access policy environment (ideally including rare diseases)

- Major markets and pricing & reimbursement systems worldwide
- Payer mindset and influence
- Drug development and commercialisation
- Pharmaceutical industry structure and practices
- Proficiency in other European languages than English is a plus

Skills

- Strategic and analytical thinker
- Excellent writing skills
- Strong research skills
- Able to anticipate and solve problems independently
- Credibility when interacting with very senior individuals within client companies
- Ability to run and facilitate workshops and client meetings
- Able to multi-task
- Manages and meets timelines
- Good at communicating complex ideas in a clear and succinct manner
- Ability to make tangible recommendations adapted to target audience
- Attention to detail
- Ideation and innovative thinking (desirable)

Experience

- Proven experience 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)

Line management responsibilities

This role may involve line management of a small team of Analysts, including the following responsibilities:

- Allocation of projects and proposals across project teams
- Supporting and mentoring staff
- Identifying training needs and opportunities
- Conducting performance reviews

Personal traits

We place particular importance on emotional intelligence and the ability to get along with other people – Empathy, Flexibility, Positivity, Honesty & Transparency and Excellence & Innovation are important values to ourselves and our clients.

Diversity and Inclusion

Dolon is committed to recruiting, developing and retaining a diverse team of employees that represent our culture, values and reputation. We are committed to equal employment opportunity regardless of race, colour, ancestry, religion, sex, national origin, sexual orientation, age, marital status, disability, or gender identity.

How to apply

Please send a CV and cover letter to recruitment@dolon.com (No recruiters, please).

All applicants must be eligible to live and work in the UK or the EU.