

# Associate Director: Pricing and Market Access

Remap Consulting is searching for talented, enthusiastic individuals to join our expanding team. We are looking for candidates with an entrepreneurial spirit, passion for pricing and market access and a keen eye for detail who are interested in joining our bespoke pricing and market access consultancy.

## Who is Remap Consulting?

Remap Consulting is a specialist pharmaceutical pricing, reimbursement and market access consultancy offering an integrated, evidence-based approach to optimising price and patient access for our client's products. We work with a broad range of clients, from top 10 pharma through to small start-up organisations on a diverse range of business-critical projects, market access training and product launches.

## Job Purpose

The Associate Director will be a high energy individual that is able to interact with all levels of project and client teams; provide strategic insight, mentorship and guidance to junior staff; develop client relationships to generate opportunities and lead internal projects for team development. This role is integral to our business success and you will be working closely with the senior partners on a diverse range of pricing, strategic market access and training projects.

The successful candidate will be enthusiastic, confident and have a flexible approach to work. You should be able to direct and provide strategic insights to the project team, engage with senior partners and interact effectively at peer-to-peer level with clients. Additionally, you must have excellent organisational skills including the ability to multi-task, prioritise work under pressure and meet conflicting deadlines. You will be willing to go the extra mile to support a diligent team of like-minded individuals. The Associate Director will also play a pivotal role in business development, leading proposal development, participating in client pitches, and acting as the company representative to prospective clients.

## Person specification

### Experience

5 years + experience in pricing & market access. Ideally global or EU level experience either on the client side or consulting

Deep and technical pricing and market access knowledge across the EU

Experience of consulting is desired

Prior experience of successfully motivating, leading and managing teams

Outstanding presentational, written and verbal communication skills

Demonstration of business development expertise

### Skills

Results driven: Takes responsibility for own activities and tasks, demonstrating a desire to achieve the best possible results. Takes a proactive approach to tasks

Team working: Actively work with colleagues to build outstanding relationships. Enjoys working in a collaborative manner in an open, honest, and diverse environment. Has the ability to motivate and empathise with others

Excellent communication: Able to communicate effectively with both outstanding written and verbal communication skills

Self-starter with enthusiasm and confidence: Sees opportunities and takes the initiative to accomplish more than what has been asked

Time management: Ability to multi-task, prioritise work under pressure and meet conflicting deadlines

Quality management: High level of accuracy/attention to detail. Be proactive about improving processes and ways of working, actively seeking and acting on feedback

## Key responsibilities

Business development	<ul style="list-style-type: none"> <li>• Develop new leads and business relationships, to establish new leads and clients for the business</li> <li>• Drive the ongoing business development and proposal writing process, including participating in client pitches.</li> <li>• Establishing long term client relationships with a view to be seen as a trusted advisor</li> <li>• Looks for ways to add value beyond clients' immediate requests and act on them</li> </ul>
Project delivery	<ul style="list-style-type: none"> <li>• Effective delivery of client projects through the project teams</li> <li>• Guiding the strategic thinking and content creation of the team coupled with deliverable review and quality assurance to meet our high standards</li> <li>• Develop and support long term client relationships</li> </ul>
Team management and development	<ul style="list-style-type: none"> <li>• Coaching, managing and supporting junior team members to ensure their continued development</li> <li>• Willingness and desire to shape the culture of the business for the future and be highly motivated by achieving results.</li> <li>• Participating in firm building activities, including driving development of thought leadership and intellectual capital activities, internal capability building, and development of new methodologies and offerings</li> </ul>
Pricing and market access knowledge expertise	<ul style="list-style-type: none"> <li>• In-depth knowledge of PMA processes and country system, ideally with first-hand experience of implementing strategies and tactics</li> </ul>

You must be able to demonstrate that you are eligible to work in the UK.

## What we offer

We have a highly supportive, friendly and collaborative environment which is focused on client, business and individual success. We believe in developing people and can offer rapid increase in responsibilities and opportunities.

Our benefits package is designed to reward high performance and develop our employees so that they can realise their potential. Our benefits package includes a competitive salary; performance-related rewards; flexible working options within a friendly and informal office environment; training opportunities; pension and access to an on-site gym and restaurant. This position is based at our UK office, in a stunning location just outside Manchester, UK.

## How to apply

Please send your CV and a covering letter to [careers@remapconsulting.com](mailto:careers@remapconsulting.com)

## Recruiters

Remap Consulting does not accept unsolicited agency resumes. Recruitment agencies should not send resumes related to career opportunities within Remap Consulting. We are not responsible for any fees related to unsolicited resumes from recruitment agencies.