



Santhera Pharmaceuticals (SIX: SANN) is a Swiss specialty pharmaceutical company focused on the development and commercialization of innovative medicines for rare neuromuscular and pulmonary diseases with high unmet medical need.

Santhera has an exclusive license for all indications worldwide to vamorolone, a first-in-class dissociative steroid with novel mode of action, which was investigated in a pivotal study in patients with DMD as an alternative to standard corticosteroids. The Company plans to complete the ongoing rolling submission of its filing for approval for vamorolone with the US FDA in Q2-2022. The clinical stage pipeline also includes lonodelestat to treat cystic fibrosis (CF) and other neutrophilic pulmonary diseases. Santhera out-licensed rights to its first approved product, Raxone® (idebenone), outside North America and France for the treatment of Leber's hereditary optic neuropathy (LHON) to Chiesi Group.

For further information, please visit the Company's website [www.santhera.com](http://www.santhera.com)

Come and join our team to contribute to providing treatment options for patients with rare diseases that have a severe impact on the lives of affected children and adults. You can make a difference as:

### **Head, Payer Management US**

a field-based position for our North America business on a full-time basis.

#### **Scope of Work**

Reporting to the Head, Value & Access, North America, and working in close collaboration with Santhera Commercial, Medical and Finance functions, plays a leadership role responsible for developing and executing US payer, pricing and contracting strategies.

This is a key management position member of the Value & Access Leadership team with accountabilities that include the comprehensive and continuous assessment of payer and channel dynamics and the development and execution of strategies for engagement, pricing, and contracting unique to rare diseases.

This role is responsible for both Field and HQ operations and Payer teams.

This is a hands-on position requiring personal involvement and leading a team to initiate and oversee appropriate relationships with payers and leading key contract and price negotiations.

#### **The core responsibilities are:**

- Develop and execute comprehensive and innovative strategies for payer engagement, pricing, and contracting, specific for rare diseases.
- Build, direct, coach and develop a team of field-based Regional Account Managers accountable for payer management in assigned geographies and/or accounts.
- Lead the comprehensive and continuous assessment of payer dynamics by monitoring and studying the evolving landscape and competitive environment, by conducting payer research, and by interacting with internal/external experts, as required.
- Develop, execute and monitor pricing and contracting strategies across channels, including but not limited to commercial and public payers, including Commercial (National and Regional) Medicare and Medicaid.

- Strive for optimizing access and reimbursement for Santhera products on payer formularies, prescription drug lists, treatment protocols, and medical policies.
- Directly initiate and oversee appropriate relationships and interactions with payers and channel entities, leading key contract and price negotiations.
- Ensure the payer position is clearly and consistently represented to internal stakeholders and ensure robust strategic input into commercialization and development decisions.
- Collaborate closely with other functions, including Launch Excellence, Marketing, Sales, Training, Medical Commercial Analytics, Legal and Compliance, and Finance to ensure plans are well informed, comprehensive, relevant and integrated/consistent.
- Is fully accountable for compliance with all laws, regulations and policies that govern the conduct of Santhera activities. As a manager of others, the incumbent is not only accountable for his/her own compliance, but also for all individuals in his/her team. As such, leads the way and leads by example by demonstrating full knowledge and commitment to all applicable policies. Monitors adherence to company guidelines and acts to ensure issues are addressed and resolved as required.
- Develop and manage functional budgets that effectively achieve functional and company goals.
- Attending national payer conferences (examples Asembia, AMCP, Medicaid).
- This is a field-based position.
- Requires up to 50% travel within North America.

**Required competencies:**

- Deep knowledge of the US pricing and reimbursement landscape for pharmaceutical products, including commercial, federal and state payer programs.
- Clinical acumen and an ability to learn new science rapidly.
- Market analysis and insights-generation skills.
- Proven strong strategic and analytical abilities.
- Ability to creatively solve problems with an appropriate sense of urgency.
- Proven strong abilities to build and maintain external relationships for common interest, as appropriate.
- Ability to take incomplete and ambiguous information to develop and execute strategies.
- Strong people and organizational skills.
- Excellent written and verbal English communication skills.
- Team player, collaborator, flexible and highly adaptive to change.

**Required background and experience:**

- Bachelor's degree is required. A Master's degree or higher in business or a related area is preferred.
- 8+ years' experience in life sciences, including significant experience in pricing, contracting, reimbursement, outcomes research, health economics and/or channel management in areas of Rare Disease, Oncology, Neurology or other innovative and complex specialty conditions and therapies.

- Experience with contracting, trade, distribution and channel, government price reporting, government affairs.
- Experience leading and managing a team of market access professionals.
- Experience with rare and ultra-rare diseases, especially in a launch setting is highly preferred.
- Experience with building a field payer function in a small organization is a plus.
- Minimum 5 years' experience negotiating contract terms, assessing risks across various scenarios, as well as anticipating customer and competitor responses.
- Contracting experience in rare disease, pharmacy benefit as well as buy-and-bill settings preferred.
- Highly skilled in influencing cross-functional teams, including interfacing with key internal and external stakeholders and with scientific and commercial teams.
- Outstanding analytical and financial skills.
- Significant knowledge of the US pricing and contracting legal environment.
- Exceptional communication skills. Effective in front of all teams, including executive leadership.
- Excellent written and verbal communication skills with the ability to present complex technical information in a clear and concise manner to a variety of audiences.
- A passion for serving patients and their unmet medical needs.

If you are attracted by this exciting opportunity and the prospects of joining a motivated international team operating on a global level, please send your CV and motivation letter mentioning the position “**Head Payer Management**” as the subject by email to: [careersNAM@santhera.com](mailto:careersNAM@santhera.com).

Santhera Pharmaceuticals is committed to creating a diverse workforce and providing equal employment opportunities to all employees and applicants for employment without regard to race, color, religion, sex, sexual orientation, gender identity, gender expression, parental status, national origin, age, disability, citizenship status, genetic information or characteristics, marital status, status as a Vietnam era veteran, special disabled veteran, or other protected veteran in accordance with applicable federal, state and local laws, and any other characteristic protected by law.

**Strictly no agencies**

Recruitment agencies are kindly invited to refrain from sending to Santhera unsolicited CVs.