



Ewopharma is a Swiss pharmaceutical marketing and distribution company with focus on Central Eastern Europe (CEE) and Switzerland. Founded in 1959, Ewopharma draws from decades of knowledge and experience in the healthcare industry to provide its partners with access to the pharmaceutical markets in Ewopharma's target region. Ewopharma's tailor-made medical marketing helps pharma companies to expand their operations into new territories with a local partner at their side – bringing their innovative therapies to a much wider audience.

To complete our team, we are seeking a dedicated

## **CORPORATE MARKET ACCESS MANAGER**

### **Purpose of the role:**

- Ensure that patients have access to new innovative therapies as well as established treatments
- Supporting Ewopharma's continued growth and expansion of oncology franchise
- Ensuring optimal market access in close cooperation with our teams at group, regional and local level

### **Key Responsibilities include:**

- Develop, evaluate and implement regional and local market access strategies for assigned pharmaceutical products
- Support market access negotiations in close collaboration with corporate and local cross-functional teams
- Provide pricing assumptions and scenarios throughout the product life cycle
- Collaborate with a diverse range of external and internal stakeholders to ensure optimal access to treatment for patients
- Continuously monitor market developments and provide proactive input regarding necessary adjustments to market access strategies in the region
- Supporting Ewopharma's Group Business Development with market access expertise for evaluations of new licensing opportunities

### **Minimum requirements:**

- Bachelor's degree in medical or health sciences required as a minimum; postgraduate qualification in relevant fields preferred; MBA is an advantage
- A minimum of 10 years of experience in the pharmaceutical industry, of which 5 years in a market access environment; previous regional market access experience in a CEE country is strongly preferred
- Good track record in developing and successfully implementing pricing and market access strategies
- Proven ability to negotiate with reimbursement authorities and achievement of successful agreements
- Sound knowledge of CEE healthcare systems and pharmacoeconomics
- Strong practical, quantitative and analytical skills
- Ability to think strategically and define pricing and market access strategies
- Strong and flexible team player with the ability to work in multidisciplinary teams and build internal and external networks at all levels of the organisation and across geographical boundaries
- Excellent interpersonal skills to communicate difficult concepts and persuade others
- Responsible, reliable, self-motivated and creative personality
- Excellent written and spoken English language skills are a must; other languages spoken in CEE are an advantage
- Travel - up to 30%

Can you see yourself in this position? Please send your detailed application (CV, certificates, references) to [HR@ewopharma.com](mailto:HR@ewopharma.com) or submit your files online.

For questions regarding this position, please contact Reto Schaberl +41 52 633 09 99.