

New Products & Strategic Pricing Partner

Job ID
REQ-10068033

12月 02, 2025

Latvia

摘要

Leads the Baltic regional new product introduction, pipeline group, to enable and support local and regional access strategy development and execution, makes recommendation and ensures Baltic Leadership approval of the strategic decision of the pipeline, facilitating and building relationships with key internal decision-makers at both regional and local levels.

About the Role

Major accountabilities:

- Leading of the Baltic regional Pipeline group
- Accountable for coordinating of x-functional team- medics,
- V&A, HEOR, commercial, finance, regulatory
- Runs regular touchpoints and cascade of information of the situation mapping of the reimbursement landscape, unmet need, clinical data and regulatory update, competitor

overview, strategic choice and recommendation of pipeline GtM strategy building up to -12 month before EU MA

- Works very closely with the Baltic regional medical SPOC for insight generation, unmet need identification, treatment pathways and gap identifications, clinical data and progress and identification of evidence gaps.
 - Generates in cooperation with finance team and local commercial teams assets forecasts, based on patients funnel, global recommendation and localisation
 - Ensures LT sign off of pipeline GtM strategies and recommendations
- Responsible for early V&A insight external generation
Accountable for V&A regional dashboard of pipeline and regular communications

Key performance indicators:

- Achieving optimal national patient access outcomes.

Minimum Requirements:

Work Experience:

- >10 year experience in V&A, local or regional preferred
- Proven ability to possess local and regional knowledge of reimbursement processes and commercial principles.
- Proven track record of managing complexities of pipeline strategy building, implementation, stakeholder management.
- Proven track record of strong project management skills.
- Basic understanding of medical and commercial function, experience in this field is an plus
- Able to work independently and in cross-functional team (commercial, finance, value and access), leading with authority.
- Strong results orientation with a focus on continuous improvement and execution
Ability to operate effectively in fast-changing environments, with pro-active, can-do attitude

Skills:

- Agility.
- Cross-Functional Collaboration.
- Data Analysis.
- Employee Development.
- External Orientation.
- Finance.
- Financial Analysis.
- Health Economics.
- Health Policy.
- Health Technology Assessment (Hta).
- Healthcare Sector Understanding.
- Innovation.
- Market Access Strategy.
- People Management.
- Pricing Strategy.
- Public Health.
- Real-World Evidence (Rwe).
- Regulatory Affairs.

- Reimbursement Strategy.
- Research Methodologies.
- Results Oriented.
- Statistical Analysis.
- Strategic Partnerships.

Languages :

- English.

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部门
International

Business Unit
General Management

地点
Latvia

站点
Latvia

Company / Legal Entity
LV01 (FCRS = LV001) SIA Baltics, Latvia

Functional Area

Market Access

Job Type

Full time

Employment Type

Regular

Shift Work

No

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