

Job offering @ Kalms Consulting GmbH

Senior Consultant for Medical Technology Market Access and Reimbursement (m/f/d)

About Kalms Consulting

Kalms Consulting provides Market Access and Reimbursement expertise and pragmatic guidance for medical device, diagnostics, biotech, health IT, pharmaceutical and other healthcare companies. Headquartered in Berlin, we support our client's business success in Germany, Europe and globally.

With our team located in Germany we are focusing on the German speaking markets. Next to this, we have established a network of partners offering the same kind of services in all important healthcare markets. Our services include Due Diligence, Market Potential Analysis, Reimbursement (including all relevant applications), Key Opinion Leader Networks as well as the Implementation of infrastructure needed for Commercial Activities and Business Development. Our clients include Startups as well as established companies of all sizes.

Kalms Consulting is looking to extend its team of experts in Reimbursement, Health Economics and Market Access.

Job Title:

Senior Consultant for Medical Technology Market Access and Reimbursement (m/f/d)

Job Description:

The Senior Consultant for Medical Technology Market Access and Reimbursement will work with our clients to develop, implement and drive their market access strategies with the goal to support the introduction of new technologies into the German healthcare market and to enable competitive reimbursement for our clients' solutions.

Her / his responsibilities include the development of market access strategy, value propositions and plans for key stakeholder groups involved in the reimbursement process.

Next to a profound knowledge of the reimbursement system and the ability to establish and maintain excellent contacts within a network of relevant stakeholders, communication skills are essential for this job, i.e. the ability to articulate and explain highly complex clinical information and value propositions to the client and other key stakeholders.

Key Responsibilities:

- Development and implementation of market access and reimbursement strategies (including health economic factors as well as evidence generation plans) to resolve our clients' reimbursement challenges
- Development and evaluation of health economic methodology including models, cost-effectiveness analysis and innovative pricing strategies
- Development of talk tracks tailored to multiple stakeholder (such as healthcare providers, payers, policy makers, healthcare professionals, medical societies and others)
- Development and maintenance of working relationships with those key stakeholders
- Maintenance of strong compliance with all relevant policies, compliance and legal requirements

Skills / Qualifications:

- Advanced degree in Life Sciences, Pharmacy, Medicine, or Health Economics, ideally with a doctorate
- Minimum of 5 years market access experience in the medical device industry
- Deep knowledge of the German healthcare system and preferably also other healthcare systems
- Experience in building and maintaining relationships with payers, healthcare providers, Key Opinion leaders and other stakeholders at national and regional level
- Ability to combine strategic visions with tactical hand-on execution
- Understanding the interconnection of business functions and awareness of business impact of Reimbursement and Market Access functions
- Teamwork capability with the ability to build working relations internally as well as to clients
- Solution oriented with ability to work successfully and cooperatively with colleagues as well as with clients
- Ability to work independently and responsibility with high degree of intrinsic motivation
- Highly analytical with excellent written and verbal skills
- Skills in research, data analysis and project management
- Excellent communication skills (both written and spoken) in English and German language
- Microsoft Office 365 proficiency

Kalms Consulting's offer

- Varied and challenging work for a wide variety of clients in the environment of a growing strategic consulting firm providing the optimum balance between work and personal responsibilities and objectives
- A work environment in where you can develop your talents and realize ideas and innovations within a competent team
- Participation in meaningful projects that contribute to improving the quality of people's lives
- Attractive compensation and benefits which are practical, robust, fair and equitable.

General Information

To apply, please send your cover letter and resume to Mirjana Popadic (mpopadic@kalmsconsulting.com)

At Kalms Consulting we respect and celebrate the diversity of our people, their backgrounds and experiences and provide equal opportunity for all.

Start: as soon as possible

Duration: unlimited

Location: Berlin or Hamburg; other locations (home office) upon agreement