

Position Title: Market Access Manager

Report To: Director, Market Access

Department: Administration

Date: April 15, 2022

Summary

The Market Access Manager will collaborate with Sales, Marketing, Healthcare Systems, Care Continuum teams, Reimbursement Hotline, and the Reimbursement team to improve and maintain reimbursement tools and content, drive pull-through of payor coverage, provide support for new business development, and support reimbursement training across the sales franchise. The Market Access Manager will have responsibility for supporting the Aerin Medical portfolio of products, addressing customer questions, and on occasion, supporting the education of sales teams and other cross-functional stake holders.

Essential Functions:

- Analyze and track coding, coverage, and reimbursement for Aerin Medical commercially available products. Communicate broadly with Market Access Director and Vice President on reimbursement issues impacting product portfolio and collaborate to devise strategies for improving payor reimbursement and access.
- Execute payor engagement strategy within targeted geography to secure patient access and reimbursement for all Aerin Medical products
- Participate in internal and external customer reimbursement education via training, webinars, and customer support calls
- Team Development, new business development research, and ad hoc projects

Key Competences:

- Team player and collaborator
- Exceptional work ethic and integrity. Uses time productively to maximize efficiency and meet challenging work goals
- Possess strong oral, written, and interpersonal skills to develop cross-functional relationships
- Innovative thinker possessing problem-solving skills to propose solutions and prioritize key initiatives
- Intermediate understanding of medical device industry reimbursement environment (CPT, HCPCS, MFS, OPSS, MAC, LCD, NCD, etc.)
- Existing network of payor stakeholders
- Ability to analyze information and assess risk potential
- Ability to assess reimbursement policies and impact of changes to policies
- Skills and business acumen to build collaborative relationships with relevant decision makers and key opinion leaders

Experience:

- Minimum of 5 years in the biotechnology, pharmaceutical, or medical device industry
- Minimum of 1 year of experience in a reimbursement or market access role
- Must possess intermediate knowledge of medical device coding, regulations, reimbursement methodologies, and commercial payer organizations and operations
- Must possess strong time management, organizational skills, and track record of working independently
- Prior experience supporting reimbursement strategy development and implementation preferred
- Prior experience in ENT preferred, but not required

Technical Skills

- PowerPoint/ Excel/ Word
- Ability to execute and impact reimbursement decisions
- Strong written and verbal communication skills

Physical Demands:

- While performing the duties of this job, this individual is frequently required to use hands and fingers to type and operate all office equipment and must have the visual, auditory, and verbal communication capabilities to communicate in-person effectively and efficiently and on the telephone.

Education

- Bachelors degree in business, Health/Life Sciences, Management, Healthcare Admin, or other related field.

Licenses/ Certifications:

- Certified Professional Coder is a plus, but not required.

Travel

- This role requires up to 50% domestic travel but may vary due to Covid-19 restrictions.

Location:

USA – Field-based

Duties

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities, and activities may change at any time with or without notice.