



Job Description

Position Title: Senior Marketing Access Manager
Report To: Director, Market Access
Department: Market Access
Location: Remote
FLSA: Exempt
Date: September 2024

APPLY

We are changing the standard of care for millions of untreated sufferers of ENT conditions. We improve patient access to life-changing relief through safe, practical, and effective innovation that changes how and where patients are served. Aerin differentiates itself with our commitment to providing straightforward and clinically proven products so that ENTs and their patients can make treatment decisions together without limits.

At Aerin Medical our values show up as: Aerin Mindset, Integrity, Respect, Innovation and Excellence.

As a Senior Marketing Access Manager at Aerin Medical, you will be an essential part of our mission-driven team, dedicated to transforming the lives of those with untreated ENT conditions. Your role will involve contributing directly to our commitment to innovation and improved patient care.

PURPOSE OF JOB:

The Senior Market Access Manager will collaborate with Sales, Marketing, Healthcare Systems, Care Continuum teams, Aerin Reimbursement Center (ARC), and the Market Access team to improve and maintain reimbursement tools and content, drive pull-through of payor coverage strategies, provide support for new business development, and support reimbursement training across the sales franchise. The Senior 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 stakeholders. This role is considered a hybrid position and will require an element of working with Aerin Medical's Commercial Operations Team on providing Market Access insights and reporting updates.

MAJOR DUTIES AND RESPONSIBILITIES:

- Provide education on billing, coding, coverage, and reimbursement for Aerin Medical's commercially available products. Communicate broadly with the Market Access Director and Vice President of Medical Policy and Reimbursement on reimbursement issues impacting product portfolio and collaborate to devise strategies for improving payor reimbursement and access.

- Execute payor engagement strategies 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. Strong analytical skills a must.

EDUCATION REQUIREMENTS:

- Bachelor's degree in business, Health/Life Sciences, Management, Healthcare Admin, or other related field is highly preferred.

LICENSES/CERTIFICATIONS:

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

EXPERIENCE REQUIREMENTS:

- Minimum of 7 years in the biotechnology, pharmaceutical, or medical device industry
- Minimum 5 years 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.
- 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, OPPI, 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
- Candidates must live in Eastern or Central Time Zone.

OTHER QUALIFICATIONS:

- PowerPoint/ Excel/ Word
- Ability to execute and impact reimbursement decisions.
- Strong written and verbal communication skills
- This role requires up to 50% domestic travel.

BENEFITS AND PERKS:



Our culture is rooted in our core values every day, in everything we do.

Our benefits focus on the 5 dimensions of wellbeing: physical, financial, emotional, career and community. Physical benefits include Medical – PPO & HSA with co-contribution, Dental, Vision, Accident Insurance, Critical Illness, Hospital Indemnity, and onsite Tonal & Peloton. Financial benefits include HSA/FSA, 401k with company match, Lifestyle Spending Account, Long Term Disability, Life Insurance, a monthly stipend to cover phone and tech costs, employee discounts, and weekly office lunches. Emotional benefits include Employee Assistance Program, 5 free counseling sessions per issue per year, 80 hours sick leave, 13 holidays, and flexible vacation (exempt employees). Career and Learning & Development opportunities with Aerin led leadership trainings. Community initiatives which include Aerin “give back” week, family days as well as Aerin holiday giving.