



Job Title: Director or Vice President

Practice: Reimbursement and Market Access

Avalere Health is a leading advisory firm delivering research, analysis, and strategy for leaders in healthcare business and policy. Based in Washington, DC, Avalere works with a diverse range of clients spanning Fortune 500 companies in life sciences, healthcare financing, and healthcare delivery, major foundations focused on improving the health system, government agencies, advocacy and patient groups, and other organizations. Avalere's Reimbursement and Market Access Practice is seeking a senior-level candidate.

Reimbursement Practice Overview

Avalere's reimbursement and market access services address strategic and tactical issues throughout the product lifecycle of medical technologies, with a specific focus on new drugs, devices, and diagnostics. Our services address unique access challenges across various payers and settings of care for new market entrants and existing products. For each engagement, Avalere's advisors leverage their collective expertise and insight to craft optimal market access strategies for technologies.

We design strategic and tactical plans to maximize adoption and uptake by payers, providers, and patients throughout the product lifecycle by integrating policy and healthcare market dynamics into the business planning cycle.

The practice serves a broad customer base—pharmaceutical, biotechnology, device, vaccine, laboratory, and imaging organizations—focusing on multiple areas, including oncology, cardiology, endocrinology, rheumatology, nephrology, and immunology. We achieve desired outcomes for our clients by drawing upon our deep relationships with health plans, associations, specialty societies, advocacy groups and federal government stakeholders.

Qualifications:

Principal Duties and Responsibilities:

The responsibilities of the open position in the Reimbursement and Market Access Practice include:

- Managing a portfolio of clients to ensure that all of Avalere's knowledge and expertise are available to meet client needs
- Generating business with new clients and growing business with existing clients
- Supervising, training, and mentoring staff members within the Reimbursement and Market Access Practice and across the firm
- Conceptualizing the scope of projects for clients, assembling a cross-functional team, and overseeing the team from project initiation through to client delivery
- Serving as a subject matter expert within the Reimbursement Practice as well as across the firm to inform various cross-firm strategic projects
- Creating both strategic and tactical recommendations to clients to ensure optimal reimbursement for client products
- Proactively seeking and obtaining speaking engagements with clients, policy makers, and thought leaders in order to generate public recognition for Avalere

Skills, Experience, and Other Job Related Requirements

The ideal candidate must have capabilities that include, but are not limited to:

- Direct health care industry or health care consulting experience
- Ability to establish personal credibility as a strategic and reimbursement expert with clients.

- Proven situational leadership skills and the ability to motivate and generate enthusiasm with individuals across all levels of an organization
- Commitment to working in a team environment with an ongoing emphasis on partnering and sharing work with colleagues
- Experience overseeing and supervising work of staff members
- Superior problem solving and analytic skills with the capability of applying knowledge outside of one's immediate functional area
- Significant and sustained project management experience
- Experience presenting to and interacting with senior management
- Exemplary interpersonal skills that translate into positive relationships with colleagues and clients
- Solid communication skills including the ability to concisely explain complicated concepts to executives and leaders within and outside of the firm

Career Experience:

The appropriate candidate should possess a graduate degree in public policy, healthcare management, public health, business administration or a relevant discipline, or have equivalent relevant work experience. A minimum of ten years of experience within the overall health care industry is required, with three to five of these years preferably spent within a reimbursement-specific field. In addition, the candidate should have at least two years of project team leadership experience. Examples of pertinent work experience include: key government agencies (e.g., CMS, CBO, and OMB), consulting firms, and the healthcare industry at large. Experience within the device, biotechnology, or pharmaceutical industry is strongly desired.

Compensation:

Avalere offers competitive salary and benefits commensurate with experience. Located on DC's famed Dupont Circle, Avalere prides itself on its mission to help improve the healthcare system. For more information, visit www.avalerehealth.net.

Qualified applicants should submit electronic or hard copies of the following:

- Resume
- Cover letter

References and a brief writing or deliverable sample directly attributable to the applicant should be available upon request.

Please forward the information to:

Avalere Health LLC
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Suite 900
Washington, DC 20036
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