

Associate Director, PAGR

Astellas Pharma Canada is currently searching for an Associate Director, Patient Access and Government Relations.

Description

Responsible for developing patient access strategies and maintain relationships with Government and Payer decision makers, influencers, and relevant patient associations to enhance the reimbursement landscape and funding for inline portfolio and pipeline products.

Responsible for developing national/federal payer strategies in collaboration with the Patient Access Managers and Reimbursement Manager for Astellas Pharma Canada, Inc. (APCA) products.

Responsible for developing patient value strategies through collaborations of patients, payers and HCPs across the product lifecycle in order to assure patients are provided appropriate and optimal access to Astellas products.

Responsible for providing strategic direction and leadership to the Patient Access Managers ensuring engagement with all key stakeholders and implementation of regional plans in order to develop and strengthen collaborative relationships across all therapeutic areas.

Essential Job Duties

1. Leads and manages a high performance team of Patient Access Managers
2. Directs and aligns efforts to strategic National/Regional business plans, ensuring Astellas' goals are achieved
3. Develops trustworthy and long term relationships with and federal payers, national government decision makers, influencers and relevant patient associations
4. Establishes and maintains a comprehensive understanding of all national stakeholders/customer needs, value drivers, and systems/processes, and develops innovative strategies to deliver value and satisfy customer needs which support the brand strategy and corporate objectives.
5. Collaborates with PAGR colleagues to develop national private and federal pricing and reimbursement strategies and submissions.

6. Provides support to Patient Access Managers in provincial listing negotiation process.
7. Leads the PAGR annual strategic planning process for the patient access manager to develop their regional patient access strategies.
8. Develops national Stakeholder Relations strategies and trustworthy relationships with drug plans and government bodies, federal and provincial, patient associations to proactively support reimbursement objectives and gain access to intelligence regarding the changing reimbursement landscape and health care environment.
9. Monitors and anticipates changing market conditions with governments and private payers at the national level and effectively disseminate information to optimize organizational understanding of public policy and reimbursement trends on an ongoing basis.
10. Support Director, PAGR, patient access managers and/or broad cross functional teams in influencing the federal and provincial policy environment to support APCA brand objectives.
11. Lead PAGR contact in cross functional teams to provide strategic input in the annual planning for all inline and pipeline products
12. Support Director, PAGR in engaging global Astellas market access community to ensure Canadian alignment with global strategies, policies and processes.
13. Develops and communicates PAGR monthly reports to cross functional teams
14. Effectively develops and allocates resources and manages team budgets

Required Qualifications

- University degree in business or science
- Ten years of experience in the ethical pharmaceutical industry required. Minimum five years direct experience in Patient Access. Management in different functional areas such as marketing, sales, etc. is an asset.
- Thorough understanding of the Canadian reimbursement environment, (pCPA, CDR, pCODR, provincial formularies, private payer sector).
- Thorough understanding of the Canadian pricing environment (PMPRB).
- Thorough understanding of Canadian Health Economic assessments.
- Strong strategic and analytical thinking.
- People management experience.

- Excellent interpersonal and communication skills (both written and verbal).
- Proven project and time management skills with a frequent travel schedule.
- Ability to work in a team environment.
- Proficient in Microsoft Office.

Preferred Qualifications

- Bilingual (English/French)

Astellas Pharma Canada welcomes and encourages applications from people with disabilities. If your skills and experience match our needs, please email your resume to: employment@astellas.com.

Astellas Pharma Canada welcomes and encourages applications from people with disabilities. Accommodations are available on request for candidates taking part in all aspects of the hiring process.

No telephone inquiries, in-person applications, or agencies please. While we appreciate all applications, only candidates under consideration will be contacted.