

HEAD OF MARKET ACCESS & GOVERNMENTAL AFFAIRS

Division / Department: **DAIICHI SANKYO BELGIUM - MARKET ACCESS & GOVERNMENTAL AFFAIRS**

Reports to : **COUNTRY MANAGER BELUX**

1. Context

The Head of Market Access & Governmental Affairs directly reports to the Daiichi Sankyo Country Manager and has direct line management responsibility of the Market Access Manager and collaborates closely with functional heads in the region/area. This role is viewed by the stakeholders as the lead Market Access & Governmental Affairs expert in Belux.

2. Purpose of the job

The Head of Market Access & Governmental Affairs is responsible for the design, development and implementation of Governmental Affairs and Market Access strategies and activities that enable Daiichi Sankyo to secure optimal reimbursement, and realize the maximum commercial potential of current and future Daiichi Sankyo products in Belux as well as further develop the reputation of Daiichi Sankyo as a credible, research-based pharmaceutical organization that brings high value products to stakeholders in Belgium and Luxemburg.

3. Result areas

Market Access

Pro-actively develop the market access strategy for Daiichi Sankyo brands (marketed, pipeline) and consider the implications Daiichi Sankyo's brands may have on the wider health care market as well as the impact the changing healthcare market will have on Daiichi Sankyo brands:

- Drives the development of the national payer value proposition by generating and providing relevant data/evidence, health economic and budget impact models and/or leveraging and adapting global value/reimbursement dossiers for pricing, reimbursement, and access submissions.
- Prepares a positive healthcare environment which supports the uptake of the Daiichi Sankyo brands by identifying key stakeholders and establishing relationships with key influencers and

decision makers and tailor the message to the needs of the different stakeholders whilst involving/working with senior commercial/medical leaders in the organization.

- Ensures market access excellence by aiming for the optimal pricing, reimbursement and launch timing in collaboration with regional and local cross-functional teams.
- Owns the most crucial file submissions, ensuring they are properly staffed, resourced, and prepared to maximize the likelihood of success. Reviews contracting opportunities for risk and compliance, from a financial and legal perspective.

Governmental Affairs

Contribute in shaping the health care environment and Health Care Policy:

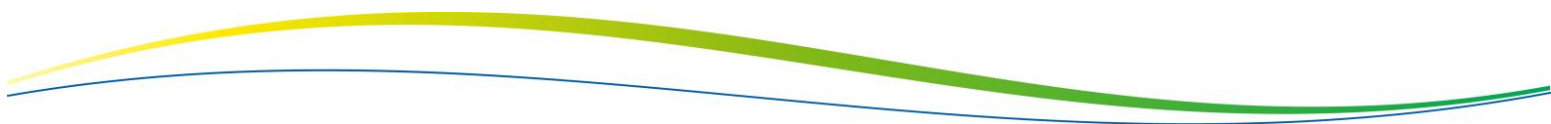
- Identifies, analyses, and acts on legislative initiatives and emerging issues that could impact Daiichi Sankyo.
- Shapes the policy environment in partnership with the policy makers to deliver Daiichi Sankyo's strategic priorities.
- Identifies and communicates commercial business issues and opportunities on an ongoing basis to the senior management team and contributes to the overall brand/marketing strategy.
- Serves as an internal thought leader on legislative and environmental matters at the strategic level.
- Works with Brand teams to integrate government affairs strategies into Daiichi Sankyo brand plans (marketed and pipeline).
- Works directly with commercial and sales leadership to implement business strategies in response to legislative/policy challenges and opportunities.
- Represents Daiichi Sankyo at pharma.be and other stakeholder meetings.
- Co-ownership of the most senior relationships with government officials and leverages these to influence policy and legislative developments in the most favorable manor.

Provide leadership and coaching for internal roles to ensure national market access expertise is developed and disseminated within the organization

Core activities include but are not limited to:

- Ensure market-access related knowledge is accumulated within the organization by coaching direct report and other internal stakeholders)
- Organize regular meeting to discuss emerging PMA topics and to disseminate national expertise within the entire organization
- Identify and recruit external MA experts on national level to quickly fill in knowledge gaps if needed

4. Education and Experience



- Academic background in science, pharmacy, medicine or (health) economics.
- Strong industry reputation with a proven track record in Market Access (in country), Health Technology Assessment, Health Economics, Pricing.
- Excellent understanding of the healthcare/reimbursement environment, its stakeholders, relationships, related regulatory and legislative processes, challenges and opportunities.
- Line management experience (leading small to mid-sized teams).
- Existing reliable contacts with relevant stakeholders in country reimbursement system.
- Demonstrated scientific credibility and negotiation skills.
- An understanding of brands and competitor products is desired.
- Languages: Fluent French, Dutch and English.

Key Competencies:

Daiichi Sankyo is looking for a Smart Leader who possesses / who can:

- Leadership is key (dynamics and atmosphere is good)
- Strong analytical thinking.
- Business and Financial Acumen to inform budget impact models and reimbursement files.
- Excellent ability to build networks, influence (incl. negotiation skills) and have impact with internal & external stakeholders.
- Demonstrated can-do and enterprise mindset.
- Stakeholder management skills in matrix organizations.
- Contribute to strategic discussions with senior leaders.
- The ability to lead/develop people and organizations to effective and high performing teams.
- Stimulate cross functional collaboration in teams.
- Strong work ethics.
- Entrepreneurial spirit.
- To Guarantee Innovation on Market Access
- Focus on High level and high volume on complex negotiations
- Creative thinking
- Exemplify the Daiichi Sankyo values and behaviors.

