

**Job Title: Principal Value and Market Access Consultant****Start: Flexible****Location: Remote, UK based**

**Job Purpose:** To support our clients' global market access needs across their products' life cycle, including global launch preparation, insights/value generation and local pricing and reimbursement activities. You will be required to lead projects and develop client relationships, devising high-quality strategic intellectual market access recommendations, and delivering excellent materials, reports, and workshops.

**Initiate**

Initiate is a global market access strategy consultancy working with novel products designed to help people living with rare or life-limiting disorders.

We are part of Synaptiq Health, a collection of individual, best-in-class agencies and consultancies with offices throughout Europe and the US that provide life science clients with integrated or stand-alone support services across the three key components critical to product success: Insight, Engagement, and Access.

Our core values are **collaboration**, **empowerment**, **integrity**, and **pragmatism**. We seek to recruit extraordinary talent in those who not only hold these same values but have a passion to succeed, deliver, and grow.

**Responsibilities**

- Develop and manage projects
- Ensure the timely and on-budget delivery of project deliverables
- Serve as a key point of contact for clients
- Improve existing client service offerings and identify new ones
- Engage in business development activities, including responding to client requests, developing proposals, attending international conferences, and developing and maintaining client relationships
- Support and mentor less experienced consultants to enhance individual and team performance, including delivery of internal training
- Manage development of thought leadership content, such as ISPOR posters, conference talks, and articles
- Stay up to date on international pricing and reimbursement topics and trends
- Support the leadership team in advancing the business

**About you****Experience and qualifications**

- Significant experience in managing/executing multiple market access projects and clients simultaneously is essential. HEOR experience is a plus
- Experience in global rare disease pricing and reimbursement
- Experience in evidence generation (e.g., primary research), value demonstration, pricing research, value communication (e.g., HTA submissions) activities, as well as developing product launch strategies
- Exceptional communicator with a passion for transforming complex scientific information into clear, accurate, and engaging content
- European market access and reimbursement experience is essential. US, Canadian and Australasia experience is desirable
- Experience in communicating with healthcare stakeholders, including HTA bodies

Initiate Consultancy is a limited company registered in England and Wales.

Registered number 11903774. Registered office: 18A/20 King Street, Maidenhead, Berkshire, SL6 1EF, UK.

- Ability to collaborate across functions
- Experience in developing thought leadership
- Understanding of the consulting business
- Strong business development skills
- Ability to manage time and workload effectively
- Ability to work independently as well as in a remote team
- Excellent communication skills, both written and verbal, in English are essential. Other languages are a plus.
- Strong problem-solving skills and attention to detail
- Drive to achieve results
- A strong level of proficiency in MS Excel, Word and PowerPoint is essential

### **Leadership**

- Supervision and mentorship of others, managing team performance
- Training and mentoring others
- Manage own well-being and that of any line management reports

### **Additional benefits**

- 37.5 hours work week
- 25 days holiday (excludes bank holidays)
- 3 days leave 'Privilege Days' at Christmas time
- Birthday off
- Railcard
- Bike to work scheme.
- Competitive salary
- Bonus scheme
- Healthcare insurance scheme
- Personalised development programme
- Use of onsite gym and/or subsidised gym

To apply, please send a CV and cover letter to: [hello@initiateconsultancy.com](mailto:hello@initiateconsultancy.com)