

## Senior Market Access Manager, LATAM, Immunology

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Company: AbbVie

Location: Bogotá

Category: other-general

### Job Description

The Market Access Regional TA Head, Intercon reports to the Market Access TA Director, Intercon. They must work in strong partnership with the Regional Market Access Director, aligned to the region's objectives. This person will serve as a strategic partner to relevant TA, as well as relevant global, Intercon and affiliate stakeholders across functions for market access. They will provide meaningful, strategic guidance and support to affiliates across respective TA and region to ensure the development and execution of high impact strategies that optimize and accelerate pricing, reimbursement, and access.

### Responsibilities include:

The Market Access Regional TA Head, Intercon will need to work independently to support affiliates within the region in the localization of Integrated access strategies and strategic pricing approaches for the specific TA portfolio to identify key access opportunities and challenges to enable growth.

They must work in partnership with Area cross functional and Affiliate teams to prioritize identified business opportunities and implement appropriate execution plans to maximize affiliates' ambitions.

This person will work closely with their commercial, medical, and regulatory counterparts to stay aligned with overall 1-7-5 plans.

## Specific Responsibilities:

Facilitate and support affiliates within the region with regard to insight gathering for specific TA matters and support affiliate specific access strategies.

Provide market access strategy support and advice in the region for product launches and identification of opportunities for portfolio optimization and growth.

Supports affiliates in developing appropriate access strategies, including HTA submissions, value messaging and models for alternative access pathways.

Work closely with critical internal functions (Global/Area/Affiliate Commercial, HEOR, EA, Legal, Medical Affairs, Regulatory Affairs), to localize, advise, align and refine Integrated Access Strategies to optimize pricing, reimbursement and access, including representing the MA Intercon viewpoint at VATs, ICTs, Franchise and other meetings.

Support and review PLN and LRP assumptions, as well as support the implementation of MA initiatives related to region's affiliate prioritized ambitions identified in PLN or LRP

Provide support and input for broader Intercontinental and International therapeutic area specific and agnostic projects.

Maintain an appropriate communication flow with regional counterparts to maximize opportunities across Intercon.

Share best practices and learnings across markets/regions to inspire innovative solutions; and encourage effective ways of working to ensure fast access for patients and maximize value for AbbVie's assets.

## Qualifications

### Required:

At least 3 to 5 years of progressive or transferable experience in Pricing and Market

Access, ideally at a global, area or large affiliate level

Demonstrated business acumen and transferable commercial experience, preferably at a global, area, or large affiliate level.

Proficient in P&L management with a strong grasp of financial acumen.

Fluency in Spanish and/or Portuguese is highly desirable. Strong cross-functional leadership, influencing, critical thinking, and analytical skills to work with a variety of groups and stakeholders.

Ability to navigate a complex matrix environment and to be able to influence without authority.

BA/BS in pharmacy, economics, life sciences or comparable equivalent experience

Understanding of regulatory agency requirements / policies that govern market approval, and the impact on reimbursement decisions

Ability to work under conditions of uncertainty in an evolving environment.

Communicate effectively both in written and verbal format to engage and inspire others.

Spanish/Portuguese proficiency: advanced level

Preferred:

Immunology TA experience preferred

MBA, MS, Pharm D, or other advanced degree preferred.

Knowledge of pricing regulations, pricing governance in key global markets, standard operating procedures, and the business of healthcare in key markets

Experience across multiple therapeutic areas is highly desirable

Have deep understanding of healthcare systems, as well as HTA requirements in the region

## Additional Information

AbbVie is committed to operating with integrity, driving innovation, transforming lives, serving our community and embracing diversity and inclusion. It is AbbVie's policy to employ qualified persons of the greatest ability without discrimination against any employee or applicant for employment because of race, color, religion, national origin, age, sex (including pregnancy), physical or mental disability, medical condition, genetic information, gender identity or expression, sexual orientation, marital status, status as a protected veteran, or any other legally protected group status.

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