



Position: Sr. Director, Market Access, EU

Reports to: VP, Commercial Operations, EU

Summary

The Market Access capability is of great strategic and operational importance to Aimmune Therapeutics and the company aims to be an innovator in this area. Our aim is to achieve and maintain appropriate pricing and access through propositions that deliver value to patients, health care systems, society and Aimmune. The aim is for Market access to be fully integrated into the organisation; responsible for developing and executing strategy across Aimmune.

The Sr. Director Market Access position allows the right candidate to operate at the centre of the business, in a highly visible and challenging role achieving the goals for the only asset in the Aimmune portfolio. The candidate will execute European and local pricing and access strategies, in coordination with the European Leadership team and eventually the local General Managers of each market – role has internal and external facing responsibilities. The role is ideal for someone with high capacity and drive, strong collaboration and co-creation skills with a proven orientation towards goal achievement. The role sits within the Global Market Access and Customer Solutions Team.

The working environment will be a fast-paced, results-oriented, practical, and dynamic, all in keeping with the nature of an emerging pre-commercial biotechnology that has global ambitions. The role is London based.

Specific Responsibilities:

- Assume leadership of current and future evidence generation activities at a European level while proactively identifying evidence requirements to support program specific evidence generation plans for successful access in key EU markets
- Ensure the EU regional and country access plans are of high quality and fit for purpose in line with Global strategy and objectives
- Develop granular country-level understanding of payer needs, decision-making approaches, strategies and reimbursement stakeholders
- Establish and maintain personal relationships with select payers, advisors, key opinion leaders and bodies as appropriate eg GBA, NICE, HAS, TLV to support positive dossier assessments (appropriate use of local market external consultants will be necessary) in close collaboration with EU leadership, eventual local operating companies and, Communications/PR as appropriate
- Help define a policy agenda for Aimmune Europe making clear links between policy, business and patient access outcomes to drive EU-level policy efforts, including trade association engagement eg EUCOPE, Europabio in relation to access topics

- Leverage emerging burden of illness evidence, category science and product data to develop compliant communication tools to be used in discussions with payers
- In collaboration with the eventual local GMs, lead and own the local pricing & reimbursement processes including the negotiation strategy per market, with clearly defined approaches – train and coach others through negotiations, and directly attend negotiations as needed
- Execution of broader access goals, including pricing targets, revenue and unit targets, access timelines, overall launch success

Qualifications / Requirements:

- Bachelor's degree
- MBA or PhD in science and/or economics advantageous

Preferred Experience, Special Skills, Knowledge:

- Strong experience in pricing and reimbursement in Europe at both country and regional level
- Demonstrated experience supporting the regional launch of innovative therapies
- Experience in policy engagement eg Industry association participation
- Hands-on experience with major HTA/Payer Authorities eg NICE, NHS England, GBA, AIFA and demonstrated experience achieving positive HTA outcomes
- Previous in-line Global (eg US) access collaboration experience advantageous
- Proven success working with local EU operating company models, processes, cultures, languages and functions
- Demonstrated success in managing multiple activities (self and delegation)
- Clear knowledge (expert level) in one of the defined market access domains, coupled with experience in other domains and able to see the bigger access picture
- Solid business acumen with excellent verbal and written communication skills for a wide variety of audiences, including senior management
- Strong team player with demonstrated ability to influence and execute cross-functionally including external vendors to improve business performance
- Clear understanding of how to best put patients' needs first while achieving commercial and business objectives

Examples of relevant experience may include: pricing/contracting strategy lead for a regional organisation, lead for P&R/access activities in a specific EU market; HEOR lead for a product/brand; policy or public affairs lead for a region or specific EU market

Aimmune Europe defines Market Access broadly and includes the following core disciplines:

- **Health economics and outcomes research:** health economic modelling, health technology assessments, procedures and guidelines, evidence generation, synthesis and dissemination, and clinical trial design
- **Pricing Analytics & Operations:** competitive intelligence, price and value negotiation strategies, price referencing and reporting, price forecasting and modelling, internal price governance, price tracking and benchmarking
- **European and local market access execution:** local pricing and reimbursement procedures, stakeholder mapping, direct customer/payer engagement with local authorities, local price and value negotiation and support patient support solutions

These critical tools support the execution of the EU access strategy. The candidate may not be an expert in each domain but needs to develop/work across all domains.

About Aimmune Therapeutics, Inc.

Aimmune Therapeutics is a clinical-stage biopharmaceutical company founded to address the unmet medical need in food allergy, which currently has no approved treatments. Our mission is to improve the lives of people with food allergies, based on our proprietary desensitization treatments in development. Aimmune's lead investigational drug for peanut allergy, AR101, is in Phase 3 clinical testing in North America and Europe. Headquartered in the heart of San Francisco's biotechnology hub, Brisbane, California, Aimmune has additional offices in the Kings Cross area of London, and in Raleigh, North Carolina.

Qualified candidates should forward a resume and cover letter, including a statement of interest, availability, and experience to Human Resources (careers@aimmune.com) with the job title in the subject line.

Aimmune Therapeutics is an Equal Opportunity Employer.

Principals only; no recruiters please.