

Market Access, Pricing and HEOR - Associate/Manager/Lead - Fribourg

About You

Vifor Pharma is currently undergoing unprecedented growth and portfolio expansion, in preparation for the imminent strengthening and diversification of our assets list, we are currently looking for to consolidating our Market Access team based in Fribourg. This is a truly unique opportunity to play a key role in the expansion and transformation of Vifor Pharma. We are able to welcome different levels of seniority in our team as there will be the opportunity to customize and adapt the roadmap based on your current capabilities. Feel free to apply if you are an ambitious and young professional or an experienced individual contributor who is keen on being in charge of strategic workstreams.

The purpose of this role based in Fribourg is the local development and implementation of Patient Access strategies to ensure that Vifor's pipeline products are available to patients with minimal barriers to adoption and at appropriate reimbursement rates. The individual will work collaboratively with local & global cross-functional teams to prioritize and develop compelling evidence to support local Market Access strategies. This includes development of effective value propositions and strategies to convince physicians, patients, providers and payers at the country level during pre-launch, launch, and post-launch phases of assigned product's lifecycle. This role includes building a strong local function, including supporting people, processes and infrastructure, while delivering targeted results. Your tasks and responsibilities will include, but not be limited to, the following:

- Develops tailored value stories and access strategies for local access (assigned brands) in close collaboration with Medical, Marketing and Health Economics and Outcomes Research experts, ensuring continued alignment across Vifor Switzerland and Headquarters
- Understands current practices and competitive environment in relation to assigned Vifor products and therapy areas
- Develops trust- and respectful relationships to important stakeholders, particularly to the Federal Office of Public Health, health insurers, healthcare professionals and patient organizations
- Collects, analyzes and discusses medical, epidemiological and economic information in order to prepare state of the art reimbursement dossiers
- Provides accurate qualitative and quantitative input into Budget and Strategic Planning
- Monitors and analyzes the pricing and reimbursement of competitors and considers the impact on business strategy caused by competitors' actions
- Monitors the health policy environment and anticipates the impact of current and new legislation on Vifor; summarizes reports, maps stakeholders and their interests, assesses risks and suggests value adding opportunities
- Develops and implements innovative patient access strategies (patient access projects)
- Supports/Leads dossier submission and negotiates reimbursement of new and existing products with the Swiss health authorities as well as with other stakeholders
- Effectively communicates results of health economic plans and economic study (or other RWE) results undertaken by Vifor and by other organizations to internal and external audiences

The knowledge and skills necessary to perform the duties of this position are typically acquired through the following combination of education, experience and knowledge, or the equivalent.

- Master's degree required in a business, law or life science related discipline, additional education in HEOR and Pricing analytics is an asset

- Experience in the pharmaceutical/medical device industry or health authority, in the areas of Patient Access/HEOR
- Knowledge of Swiss health care system and pharma-political landscape
- Strong negotiation, writing & presentation skills (German and English)
- Strong interpersonal skills, ability to work with colleagues with different functional and academic background
- Growth mindset – curious, with learning agility and courage to try out new ways to do things

Additional expectation:

- Hybrid work policy : 2 days per week at the Fribourg office

About Us

At Vifor Pharma, we use our skills, dedication, and entrepreneurial spirit to offer innovative solutions in iron deficiency, nephrology and cardio-renal therapies, so we can help patients around the world live better, healthier lives. This is why we come to work every day.

Are you empowered to create a better world, and be part of life changing work? As a global pharmaceutical company, we offer the chance to be part of a worldwide team, where passion and commitment are met with opportunities for professional and personal development.

Learn more at viforpharma.com/career.

What you can expect of us

As we work to support patients, we also take care for our employees' professional and personal growth and well-being. We show appreciation and recognition through attractive benefits that will enhance your life, develop you, empower you to grow, and create your own career journey with us.

Including:

- Open, safe and inclusive culture that fosters creativity and unleashes individual potential, whether in laboratories, manufacturing sites, in the field, or offices
- Learning opportunities that enhances your skill set focused on business and personal effectiveness, leadership and management skills, and much more
- Flexible workplace environment, home office opportunities, competitive vacation entitlement
- Attractive financial participation schemes, adapted regionally, that provide employees with additional security for every life situation, including: Pension plans, participation schemes, and savings plans