

Manager, Market Access and Public Affairs, Thailand

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Company: BeiGene

Location: Thailand

Category: other-general

Job Description:

About BeiGene

BeiGene (NASDAQ: BGNE; HKEX: 06160; SHA: 688235) is a global, science-driven biotechnology company focused on developing innovative and affordable medicines to improve treatment outcomes and access for patients worldwide. With a broad portfolio of more than 40 clinical trial candidates, we are committed to expediting the development of our diverse pipeline of novel therapies through collaborations or our own internal capabilities, with the aspirational goal of radically improving access to medicines for billions more people by 2030. BeiGene is a headquarter-less company by design, with a growing global team of approximately 10,000+ colleagues across five continents.

About the Position

The Market Access and Public Affairs Manager, Thailand, is responsible for the pricing and market access function in Thailand. The individual supports and contributes to the company's vision and overall success of product launches by enabling a fast and broad access to BeiGene innovative medicines for patients in Thailand.

The purpose of the role is to develop and implement value proposition, pricing and access strategies, stakeholders' engagement, and health systems strengthening in order to maximize business impacts and successfully list BeiGene products for reimbursement in Thailand.

The Market Access and Public Affairs Manager will work collaboratively with cross-functional team in alignment with brand strategy and value proposition to maximize access through

various approaches, e.g., managed entry agreement, market access solution, and business partnership.

This position will analyze and monitor the development of healthcare environment and related regulations to capture opportunities and overcome access barriers. The role will collaborate with cross-functional team to support the development and execution of public affairs and policy initiatives on a variety of issues, including but not limited to awareness raising, market shaping, and reputation.

Responsibilities:

Pricing, Market Access, and Reimbursement

Develop and implement pricing, market access, and reimbursement strategies throughout the life cycle management of BeiGene products in Thailand

Collaborate with cross-functional team in alignment with brand strategy and value proposition to maximize access and mitigate negative impact from policies

Act as a subject matter expert for pricing and reimbursement dossier initiation, preparation, constitution, submission, negotiation with relevant reimbursement bodies until successful listing completion

Maximize market access opportunities through various approaches, such as managed entry agreement, market access solution, and business partnership, to overcome access barriers

Develop and drive implementation of patient access program, and ensure high standard of program monitoring and governance management

Perform regular review of pricing and access status in the considered disease(s)

Perform pricing monitoring and governance with liaison with other related functions to ensure fully comply with price governance at all levels

Value Proposition and Evidence Generation

Collaborate with cross-functional team to develop local value proposition to convey burden of disease, unmet medical needs, and patient access

In close collaboration with local/regional/global HEOR, medical affairs, and other related functions, generate and/or provide inputs/recommendations for the development and conduct of HEOR, real world evidence studies, and other necessary evidence in order to shape

healthcare policy environment, optimize market access, obtain optimal pricing, and support other commercialization activities

Public Affairs and Health Systems Strengthening

Monitor and map out healthcare policy trends/issues at national level that may impact performance and potential of BeiGene products; translate into BeiGene policy strategy to mitigate risks and capture opportunities

Identify and assess stakeholders and stakeholder groups, such as government, academia, NGO, and patient group; define key messages and value proposition for key stakeholders, roll-out engagement plan to build relationships and shape healthcare environment

Partner with Corporate Affairs on strategy for government affairs to understand and engage across Thailand on existing and proposed oncology, drug pricing, intellectual property, public/private partnerships and public health policy legislation that impacts people with cancer in Thailand

Position BeiGene's leaders in key advocacy and public health policy forums across Thailand – driving thought leadership and reputation on behalf of the company

Qualification Required:

Qualifications

A minimum of 5 years of pricing and market access or marketing experience in the pharmaceutical industry

Bachelor / Master of Business, Pharmacy, Science, Health Economics, Public Health, or other related field

Extensive and successful track record in leading the pricing/reimbursement process of innovative medicines in Thailand and in interacting directly with key stakeholders from the relevant reimbursement bodies

Experience in oncology (strongly preferred) or innovative medicines in specialty care

Good understanding of out-of-pocket market/hybrid markets and country dynamics in market access environments

Strong business acumen with the ability to operate in a complex, dynamic marketplace

and a matrix local/global organization

Agile, strategic thinking, and ability to develop innovative reimbursement/pricing strategies

Highly skilled in influencing cross-functional team, including interfacing with key internal and external stakeholders and with scientific and commercial teams

Excellent interpersonal, oral and written communication skills, including ability to synthesize data and deliver a clear overview of pricing and market access strategy, tactics, opportunity and risks in English

Demonstrated experience in challenging the status quo

What we offer to our valued employees:

Market competitive compensation package including performance-based annual bonus scheme

Company shares (generous welcome grant and performance-based annual equity plan!)

In-house and external learning and development opportunities

Fantastic benefits program and keep improving!

Plus you get to work with a dynamic team of collaborative, supportive, diverse, and fun professionals whose mission is clear: Cancer has no borders and neither do we.

BeiGene Global Competencies

When we exhibit our values of Patients First, Collaborative Spirit, Bold Ingenuity and Driving Excellence, through our twelve global competencies below, we help get more affordable medicines to more patients around the world.

Fosters Teamwork

Provides and Solicits Honest and Actionable Feedback

Self-Awareness

Acts Inclusively

Demonstrates Initiative

Entrepreneurial Mindset

Continuous Learning

Embraces Change

Results-Oriented

Analytical Thinking/Data Analysis

Financial Excellence

Communicates with Clarity

BeiGene is committed to respect and protect personal information rights of job applicants and will process job applicants' personal information in accordance with applicable laws and regulations.

If you voluntarily provide your personal information to us, it is deemed as you have acknowledged and consented to (if required by the applicable laws) BeiGene's Job

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