

Market Access Lead

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Company: Boston Scientific

Location: Bangkok

Category: other-general

About the role:

Health systems across the world are evolving and decision-makers are increasingly looking for evidence of value to support reimbursement and therapy adoption. Boston Scientific is seeking a driven and passionate Market Access professional to join our dynamic Thailand team. As the Market Access Lead, you will lead the development and execution of Health Economics and Market Access (HEMA) strategies to support reimbursement and patient access for our key technologies.

Your key responsibilities:

Work with Country Business Leaders and regional HEMA leaders to identify key access priorities and strategies.

Lead the development and execution of market access strategies to support, streamline, and create reimbursement opportunities for key technologies in Thailand. Coordinate and lead cross-functional team in the implementation of access strategies.

Build and maintain relationships with key stakeholders including government authorities, medical societies, healthcare providers, hospitals, health economics organizations, and payer decision makers.

Be an advisor to the Country and ASEAN business leaders on the implications of potential reimbursement or legislative changes/trends that affect technology adoption or coverage

Identify and develop value-based procurement solutions for economic customers

Support stakeholder discussions with appropriate HEMA presentations, tools and case studies

Maximize market access opportunities including driving financial solutions through business partnerships with potential healthcare partners e.g., private hospitals

Qualification and Experience:

The successful candidate will have deep experience in market access in Thailand, including a strong stakeholder network and demonstrated history of success with obtaining reimbursement.

Bachelor 's degree in any related field.

3-5 years of work experience in local market access and reimbursement e.g., in industry/HTA or payer bodies.

Formal training in pharmacy, medical, public health, health services research, policy analysis, health economics, epidemiology, biostatistics, health care administration or related discipline is preferred .

Demonstrated knowledge of Thai healthcare system including expertise in health care financing, reimbursement policies related to the device industry, and technology assessment

Ability to interpret and integrate business strategies into actionable, value-added reimbursement and access initiatives.

Proficient and fluent in Thai and English (spoken and written), with strong communications skills and experience in developing interpersonal relationships with internal and external stakeholders

Demonstrated ability to work cross-functionally in a fast-paced matrix environment with minimal supervision.

This position is on local employment contract only.

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