

Consultant / Research Associate Market Access & Pricing



LatticePoint is seeking a new consultant or research associate to work as part of our new team based in Barcelona, Spain starting in September/October 2023.

About LatticePoint

LatticePoint is a boutique consulting firm specializing in pricing and market access for innovative medicines. With our headquarters in Geneva, Switzerland, we are expanding our presence to Barcelona. At LatticePoint, we help biopharma companies to navigate the political, scientific, and financial landscape to negotiate access for their pharmaceutical products in countries with regulated reimbursement systems. Given the intricate nature of the process, a comprehensive and multifaceted approach is necessary. We combine expertise in life sciences, medical writing, clinical development, business analysis, and health-economics to provide our clients with evidence-based guidance on defining, negotiating, and defending the value of their products in key markets round the world. We advise investors on the value of pharmaceutical assets.

Job description

Are you a talented life scientist, bioengineer or economist passionate about bringing new medicines to patients? Can you demonstrate excellent analytical and problem-solving skills, and are you comfortable interacting with clients? Do you like working in a dynamic, team-oriented environment? Then join LatticePoint Consulting for a unique challenge as the next step in your career.

Responsibilities

Consultants are responsible for achieving multiple client-driven objectives in an overarching project by synthesizing primary and secondary research into convincing and relevant insights for the client with minimal oversight from management. Consultants coordinate as well as execute projects and have regular interactions with clients. Consultants perform primary research interviews with payers and clinical experts, conduct secondary research on scientific, clinical and business queries and prepare reports, communication materials and economic models.

Research Associates are responsible both for contributing to project execution and independently managing smaller assignments that fit into an overarching project. Research Associates work closely together with consultants or other project staff to develop high-quality content for client-ready deliverables. Research Associates conduct secondary research, collect and synthesize data (clinical, scientific, financial), and participate in primary research interviews with payers and clinical experts.

Working on a variety of projects in a relatively short period of time, Consultants and Research Associates are rapidly exposed to a variety of facets of market access and pricing and develop the skills necessary for transition into levels of increased responsibility.

Common project types include:

- Assessing pricing and reimbursement pathways, competitive landscapes and analog environments via secondary research
- Develop pricing and reimbursement strategies for new product launches, including giving recommendations for clinical development and clinical trial design

- Creating economic models to support decision making, pricing strategy and reimbursement dossiers
- Conducting primary research interviews with payers or clinical experts
- Developing value-based communication materials and value dossiers
- Conducting systematic literature reviews

Qualifications

- Master or Doctorate degree in a health-related, scientific or other relevant subject
- A valid working permit or EU-citizenship
- A strong interest in healthcare

Experience

- Demonstrated experience in data collection and information-finding in a life sciences field
- Demonstrated capacity to use analytical skills to guide decision making and problem solving
- Demonstrated proficiency in scientific writing; strong written and verbal communication skills in English and a second language. Any additional language would be an asset.
- Proficiency in Microsoft Office Suite (specifically PowerPoint, Word and Excel)
- Advanced skills in Excel, any programming skills or experience with statistical analysis would be an asset.

LatticePoint is open to candidates without explicit experience in market access, pricing and reimbursement. Any experience in this field would be considered a strong asset.

Behavioral skills

- Communicating effectively: presenting opinions, ideas and results in a structured and clear way, adjusting style and content to the audience, listening actively and responding calmly and confidently to questions
- Being pro-active: taking initiative and making things happen
- Solving problems: being able to see the whole picture, anticipate obstacles and consider alternative approaches; ability to recognize essential information and separating it from peripheral information
- Achieving results: ability to prioritize and focus time effectively to meet project goals, seeing projects through to their conclusion

To apply please send your CV and cover letter to karin.steinbach@latticepointconsulting.com

LatticePoint is not accepting unsolicited assistance from third party search firms or recruiters for this employment opportunity.