



Company Overview

Saol Therapeutics (pronounced “Sail”) is a specialty pharmaceutical company focused on providing therapies to patients with unmet medical needs. The company has a strategic emphasis on CNS Disorders and Rare Disease therapeutic areas. Our seasoned management team has a broad range of experience in commercialization, acquisition, licensing, formulation and product development. We are a dedicated group of professionals who have committed our life’s work to developing and bringing high-value, much-needed drugs to market. We are looking for highly-skilled individuals who are patient focused, passionate, ethical, team-oriented, and who want to help build a company that will make a difference in people’s lives.

Location

Roswell, GA (US Headquarters) – remote employment available with this role

Manager

SVP, Strategy

Role Overview

The Market Access Director/Sr. Director will be responsible for Saol’s market access strategy across all channels, including Commercial, Medicare and Medicaid for Saol’s marketed portfolio and products in development. Initially, this individual will lead the effort in preparing for market access related launch activities for a newly approved therapy in the rare disease space.

Essential Duties and Responsibilities:

- Develop and implement Saol Therapeutics’ market access strategy while overseeing market access programs.
- Manage the strategy, implementation and overall relationship with Saol’s Hub/SP provider.
- Serve as the primary liaison between providers, patients, payers, and field sales. Lead market access partner account management by defining business rules, optimizing third-party operations, and ensuring strategic oversight.
- Support Patient Case Managers / Reimbursement Counselors, and Patient Advocacy Groups in identifying appropriate patients and securing reimbursement coverage.
- Provide timely, accurate, and comprehensive updates on payer relationships, contracting status, and negotiations with PBMs, and National/Regional payers and State Medicaids.
- Act as the in-house subject matter expert on all things considered market access related, leading internal education initiatives and cross-functional training for sales, commercial, and medical teams.
- Partner with Saol Marketing and external agencies to develop field sales materials, website content, and other key resources to support company initiatives.



Qualifications

- Advanced degree (i.e. MBA) is preferred; Bachelor's degree Required
- 10 years+ experience in pharmaceutical, biotech or specialty pharma companies
- Strong knowledge of reimbursement environment within the Pharmaceutical, Biotech and Specialty space and established relationships with PBMs, national/regional payer targets, and other important industry contacts. Previous experience working with a ***Rare Disease product*** highly desired
- A combination of previous field sales, sales management, specialty pharmacy, and managed care experience preferred.
- Experience in evaluating and balancing the strategic considerations between sales, finance, compliance and government entities
- Successful track record of building constructive relationships with all stakeholders and team members including management, peer-group, and cross – functional team members/reports
- Strong and proven leadership and interpersonal skills
- Excellent verbal and written communication skills
- Superb judgment and capable of solving complex problems and ability to apply sound judgment in making strategic recommendation and interacting with customers
- Willingness and appetite to travel, mainly throughout US but including periodic international travel

Successful Candidates Demonstrate Saol's Values

Trustworthy – We believe that the foundation of trust is truthfulness, transparency and fairness. These principles will be the basis for all our interactions.

Focused on Patients – We will anchor our decisions with full consideration of their impact on our patients, believing that in doing what is right for them serves a higher purpose.

Passionate – We enjoy working hard, but are not one-dimensional, being curious about the world around us and striving to be continuous learners who surround ourselves with others who inspire and challenge us.

Nimble – We embrace new and promising opportunities while adjusting quickly and efficiently to the inevitability of change.

Entrepreneurial – We create value through our focus on providing solutions, drive to deliver results, and our ability to work together in solving business challenges with integrity.

Compensation

Saol Therapeutics is prepared to offer a competitive salary, bonus, and equity, as well as career advancement opportunities when the NDA is approved.

Apply, or Learn More – Email HR@saolrx.com