



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* will be responsible for Contracting Strategies across all channels, including Commercial, Medicare and Medicaid for Saol’s Marketed Portfolio and products in development. Additionally, the individual will lead the effort in preparing for other market access related launch activities for SIL-1001, such as Co-Pay Cards, Prior Authorization Assistance, Specialty Pharmacy, and potentially a Hub. The launch is currently planned for the 1st quarter in 2022.

**NOTE: level to commensurate with candidate experience*

Essential duties and responsibilities:

- Will be responsible for the development and implementation of Saol Therapeutics Market Access Strategy as well as ongoing management of Saol’s Market Access Programs
- Clearly communicating the key clinical advantages Saol’s products to all channels, including PBMs, Payers and Specialty Pharmacy
- Develop and implement contracting strategies with the goal of maximizing product availability while at the same time minimizing discounts affecting Gross to Net
- Providing timely, accurate and comprehensive updates on communication, progress, needs and contracting status with PBMs and National and Regional payer targets.
- Organizational lead on Prior Authorization Support, Co-Pay Assistance, Hub Services, and Specialty Pharmacy Solutions. This includes partner selection, account management, setting business rules to optimize business and third party operations management/oversight.



Position Specification
Market Access Director/Sr. Director/Head of Market Access

- Establish relationships with Key Decision Makers (SVP Strategy, VP of Sales, VP of Finance, Assoc Dir of Finance, Dir of Trade Relations, Senior Director of Marketing, Assoc Dir of Compliance, etc.)
- The role will also be responsible for developing a strong understanding within the Home Office staff of how assigned organizations impact the US marketplace (specialty pharmacy, commercial insurers, Managed Medicaid, Exchanges, ACOs, PHS, etc).
- Acquiring managed market data to be utilized by the sales force in discussion with customers (ex: MMIT Formulary Status)
- Responsible for attendance of all major customer meetings, conventions, and sales meetings. Each event should have specific objectives with respect to the Saol Market Access Team

Qualifications

- Advanced Degree (i.e. MBA) is preferred; Bachelors 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 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.

Apply or Learn More

Call and/or email resume to: HR@saolrx.com