

## Market Access Director NA (based in Algeria or Egypt)

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Company: AbbVie

Location: Sidi M'Hamed

Category: other-general

### Job Description

#### Main purpose:

██████████, ██████████, create, plan and prioritize the broad area of market access capabilities to design and implement innovative market access solutions in North Africa while driving cross-functional teamwork placing the patient at the center of any efforts and operating within AbbVie Business code of conduct, policies and applicable laws and regulations.

#### Main Responsibilities:

██████████  
**Guide, coordinate, plan, structure and prioritize** broad area of market access capabilities to design and implement innovative market access solutions and services whilst driving cross-functional teamwork.

Define the **strategic actions** the changing market environment, find innovative solutions

on how to accelerate AbbVie's products entering the market and proactively maintain and optimize access.

Lead cross-functional task force to bring **key insights for new products**, assess access **evidence gaps** and help better tailor clinical development to ensure optimized access and price.

Ensure **pricing and reimbursement** at national and local level.

Work closely with other functions such as Medical and Government Affairs to build networks, understanding and close relationships with decision makers and leverage influence through joint programs of action.

Ensure **collaboration with Region & AREA** and maintain an awareness and understanding of the impact of local affiliate decisions on AbbVie's global business and help to ensure AREA material meets the local needs.

Anticipate and influence **Contracting & Tendering (C&T)** situations **Lead and coordinate with other functions** (e.g. commercial, legal, finance, Region & AREA) to share information about **C&T** situations and oversee **establishment of solutions**.

**Develop strategies to deal with C&T challenges** in collaboration with other functions, considering the implications to broader business.

When applicable, **conduct post-negotiation win/loss reviews** with involvement from other functions (e.g. finance, market research).

**Coach** employees in Market Access, constantly drive for excellence and ensure proper training for MA team and support building the "MA Excellence Academy".

**Support** the affiliate GM in defining and implementing **affiliate strategy**.

## Qualifications

### Background :

Minimum of Ten (10) years of experience in a multinational pharmaceutical environment with a strong experience in the Algerian and/or Egyptian Markets and working with payer and provider stakeholders, facilitating or responsible for pharmaceutical product access to market. Experience on Morocco, Libya & Tunisia markets is nice to have.

At least 5 years of direct management experience, leading a team to achieve commercial goals.

Knowledge of the healthcare environment in North Africa, mainly Egypt and Algeria,

including deep knowledge of payer and provider mechanisms, funding flows and legislation affecting market access of pharmaceutical products.

Ability to think strategically in all aspects of incumbents' areas of responsibility.

Strong communication and negotiating skills, able to negotiate and collaborate effectively/ good team player and to work in a cross functional matrix environment.

Fluency in French & English both verbal and written, efficient Computer Skills.

### Skills required:

Ability to provide direction and **lead** a cross-functional team to achieve Market Access objectives

Ability to **drive** complex cross-functional **collaboration** to involve Market Access strategy with the rest of the business

Ability to **innovate** to create a sophisticated Market Access strategy across multiple stakeholders

Ability to understand the implications of local affiliate actions to other affiliates within the Region

Ability to **motivate, lead, coordinate and coach** the MA team

Ability to **critically evaluate** performance of his/her team

Ability to identify and share **best practices**

### Additional Information

**Education:** Bachelor Degree or equivalent

**Stakeholders:** Medical team, Brand teams, GM, ALT, Regional teams, Area and

**External Stakeholders:**

pricing and reimbursement bodies, HTA bodies, Industry

associations...

**Additional:** Global HEOR, Academic associations

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