



## ***Senior Director, Health Outcomes and Economics Research (HEOR)***

The Senior Director, HEOR is responsible for the effective development and implementation of disease and product HEOR/value strategies from early clinical development through post-approval in order to obtain and maintain optimal market access for the global product portfolio. This senior professional will be accountable for leading HEOR as part of matrix product development organization. They will ensure that HEOR perspectives and strategies are represented within Clinical Development Plans (CDP) and overall Product Development Plans. They will ensure global alignment and HEOR best practice sharing and lead the development and maintenance of product Core Value Dossiers (CVD) that will be utilized by region and country HEOR experts to support local Health Technology Assessment (HTA) needs.

### **RESPONSIBILITIES:**

- Be responsible for building top-notch HEOR capabilities and implementing an HEOR strategy that is integrated and aligned with PDPs/CDPs.
- Lead the development and execution of HEOR strategic plans for asset candidates, including studies on burden of illness, real-world clinical outcomes, epidemiology, quality of care, and unmet needs.
- Demonstrate matrix leadership and actively promote strategic collaborations with all clinical, market and Program teams to advance HEOR initiatives and support business needs.
- Understand HTA requirements globally and provide disease and product based strategic leadership that supports HTA/Value data needs; ensuring implementation through inclusion in PDP and CDPs and ultimately Brand Plans.
- Actively monitor the changing global health care landscape to anticipate future resource needs of internal and external stakeholders and collaborate with Nabriya executive leadership to address those needs.
- Develop HEOR business objectives and budgetary plans with a 3-5 year perspective; ensuring optimal allocation and performance of HEOR resources to Program Teams, Clinical Development teams, Market Access and Medical Affairs teams.
- Provide a forum for global HEOR alignment and best practice sharing (e.g. core HEOR matrix teams, joint HEOR/Market Access Global Value Teams).
- Facilitate the maintenance of a global HEOR repository with a library of tools and instruments that support data generation and HTA needs (e.g. PRO Center of Excellence, CVD Repository).
- Serve as the company's internal expert and thought leader and represent company on HEOR issues at national and global forums, conferences and professional associations; including monitoring and communicating activities by such bodies to executive leadership.
- Ensure HEOR team maintains full compliance with internal and external guidance and regulations, including applicable policies and codes.
- Provide methodological & analytical expertise regarding the collection, analysis, and utilization of real-world data as well as comparative effectiveness research studies, meta-analyses and systematic reviews. These studies should produce high-quality project deliverables to agreed timelines and budgets.
- Work with clinical development and market development teams to identify appropriate trial endpoints and leverage clinical development programs to capture HEOR endpoints relevant to payers, physicians and patients.
- Collaborate with the Publication team to integrate HEOR publications for dissemination in appropriate peer review journals and scientific conferences.
- Collaborate with Business Development to assess fundamentals of a market or an asset accordingly.
- Be responsible for defining and managing HEOR-related budget and operational activities.

**QUALIFICATIONS AND EXPERIENCE:**

- Minimum 10 years related experience in HEOR. Experience in clinical research/ epidemiology/ Medical Affairs/ Pricing and Reimbursement is highly desired
- Solid knowledge of global HTA reimbursement and market access requirements
- Excellent written and verbal communication skills
- Demonstrated people development, strategic thinking, problem solving and decision-making skills
- Extensive knowledge of multiple global health care systems and related market access requirements
- Demonstrated strong interpersonal relationship and collaboration skills working within cross-functional, matrix leadership teams
- Thorough understanding of industry and regulatory guidelines as they relate to HEOR and Medical Affairs
- Proficiency in methodological approaches and tools in health services research including
- Cost-effectiveness / budgetary impact modeling
- Prospective and retrospective data analyses
- Experience with government/policy and patient advocacy groups is a plus
- Must thrive working in a fast-paced, innovative environment while remaining flexible, proactive, resourceful and efficient
- Demonstrated ability to translate strategy into action; excellent analytical skills and an ability to communicate complex issues in a simple way and to orchestrate plans to resolve issues and mitigate risks

**EDUCATION:**

- Advanced life sciences degree required: PhD, PharmD, MD, or MPH with a focus in health services research, public health, epidemiology, or health economics