



DIRECTOR, HEALTH ECONOMICS & OUTCOMES RESEARCH

Job Summary

The Director will develop and execute HEOR strategies and programs for Sesen Bio's oncology therapeutic areas aiming to inform and support commercialization activities, including clinical development, marketing, and market access.

This leader will develop and implement Reimbursement initiatives with external customers and the Sales Force to maximize patient access and commercial reimbursement for product demand.

Reporting to the Vice President, Market Access, this position works closely with Sales Leadership, the CSO, the Market Access and Call Center/Hub management, Specialty Pharmacies, Sales Training, Marketing and other staff to support implementation of payer coverage/reimbursement, specialty pharmacy distribution and reimbursement service objectives.

This key position requires an individual that collaborates well with other cross-functional partners. Position will require travel across the U.S.

The position title and level will be determined by candidate experience and accomplishments.

Responsibilities

- Collaborate with clinical & business partners to develop and support compelling product value proposition aiming to optimize patient access to Vicineum™
- Identify HEOR evidence requirements and gaps and - working collaboratively with the clinical team - design, conduct, and deliver studies and tools to support relative value demonstration and product differentiation
- Evaluate relevant health technology assessment (HTA) decisions and apply key insights to Vicineum™ and develop submissions to various HTA agencies to secure reimbursement
- Develops and directs implementation of reimbursement initiatives to meet prescriber and patient needs and help attain overall commercial excellence



- Monitors execution of reimbursement initiatives such as white glove outreach and key account visits to help facilitate the pull-through process
- Identifies pull-through best practices and works with Sales, Reimbursement Team, and other cross-functional partners to create ways to improve upon the throughput of referrals and ensure that patients have access to Vicineum™ in a timely manner
- Partner with Sales Management to continually improve upon the referral experience for internal and external customers
- Supports external partners in creating the HUB Services to support the launch of Vicineum™
- Supports external partners in the hiring, training and management of the Field Reimbursement Team
- Partner with Market Access colleagues to strategize about the best approach to increase or maintain payer coverage by coaching Specialists around ideal referral submissions
- Identify challenges and opportunities with payers and work with the Market Access team to develop strategies to address them
- Attend regional or national professional society meetings as needed to educate current and potential customers on reimbursement issues
- Creates reimbursement materials for Reimbursement Specialists and the Field Sales force and trains teams on reimbursement methodology

Qualifications

- Graduate degree in HEOR-related field
- 7 + years' experience in pharma across multiple roles, ideally within commercial areas such as reimbursement/market access, sales, marketing, and/or operational roles
- Technical expertise in conducting HEOR studies and models in support of oncology clinical trials. Proven understanding of regulatory (e.g., FDA) and HTA considerations in the evaluation of patient-reported outcomes
- Experience in design and implementation of patient-reported data, including experience in analysis and reporting of data
- High level of demonstrated expertise and deep understanding of reimbursement case management and "pull through" process in the 'Buy & Bill' model
- Experience in Uro-Oncology, Urology or Oncology, preferred
- Management experience with strong team coaching and leadership skills



- Effectively work cross-functionally with a highly collaborative approach
- Solid problem solving, conflict management, and analytical skills
- Ability to analyze complex situations to identify root cause and quickly create solutions with clear direction
- Successful experience in a fast-paced entrepreneurial environment
- Fit with Sesen Bio culture and values
- Reporting to the VP Market Access & Distribution
- The position will be based in Philadelphia, PA
- 30% Business Travel is regularly required

About Sesen Bio

We are passionate in our commitment to save and improve the lives of patients. Sesen Bio is a late-stage company developing fusion protein medicines for the treatment of patients with cancer. In February 2021, the FDA accepted for filing the Company's BLA for Vicineum™, a potential best-in-class treatment for non-muscle invasive bladder cancer.

Sesen Bio is proud to be an Equal Opportunity Employer. Our goal is to have a diverse workforce. We do not discriminate on the basis of race, age, color, religion, national origin, gender, sexual orientation, gender identity or expression, veteran status or disability or any other status protected under federal, state or local law. All employment is decided on the basis of qualifications, merit and business need.

For the safety of our employees and communities in response to COVID-19, Sesen Bio has implemented a temporary work from home policy. All interviews are conducted virtually at this time.