

Position: Senior Manager or Principal, Pricing, Contracting, & Market Access**Who we are:**

Marbls is a Life Sciences Tech Consultancy focused on Pricing, Contracting and Commercial Services for Pharmaceutical and Medical Device & Diagnostic (MD&D) manufacturers. Although we specialize in these areas, we provide services to clients that are large and small with a wide array of problem statements to be solved. Our deep experience in US and International markets allow us to provide practical solutions and services to solve complex challenges for our clients. Our approach is results driven, hands-on, and flexible for the various internal and external dynamics impacting our clients. Most importantly, we work with like-minded clients resulting in long term relationships based on success and day-to-day experiences that are highly enjoyable.

What you can expect to do:

At Marbls, we have the fortunate opportunity to work directly with a large diversity of Life Sciences companies that develop innovative drugs, devices and treatments to patients around the globe. As a Senior Manager or Principal, you will work with clients and use your expertise to provide services within a dynamic environment due to innovation in various therapeutic areas, legislation associated with Most Favored Nation that are impacting clients globally, and a competitive environment due to high numbers of Loss of Exclusivity (LoE) in the coming years. This individual will drive business development across clients, develop solutions and thought leadership, and deliver engagements to our clients. With our strong growth and continued diversification, our team is excited for further expansion in order to continue providing high quality, leading-edge services across Commercial, Pricing, Contracting, Market Access, Reimbursement, Tendering, Loss of Exclusivity, and Government Pricing. This individual will work our Managing Partners and have an opportunity to develop growth in long established clients of Marbls while developing new client relationships.

This is an amazing opportunity with high visibility for a seasoned consultant with Market Access or Pricing Strategy Experience that is excited about the prospect of combining that experience with our technology capabilities to continue their growth and career in Life Sciences, while working for highly collaborative, specialized firm, with a fun and engaging culture. Your professional development will be a key and continued focus throughout your career with Marbls.

Qualifications:

- Undergraduate or Master's degree
- Minimum seven years working in Life Sciences in Pricing, Contracting and Market Access functions in ex-US markets.
- Detailed or expert understanding of one or more domain areas within Global Pricing and Market Access

- Demonstrated success in leading consulting teams or client engagements from start to finish either technology or business oriented.
- Understanding and experience with technology and software used within this space is strongly desired
- Extremely customer oriented with strong communication and interpersonal skills
- Ability to understand bigger picture concepts within life Sciences.
- Hands on experience in business development and sales pursuits

Location: Our European Office is Geneva, Switzerland. Our preference is for candidates in Canton, Geneva, Vaud, or Zurich.

Travel: Expectation is 25%