

## Director/Sr. Director - Health Economics and Real World Evidence

**Note:** This is a senior leadership position. A minimum of 10-12 years of relevant US and EU experience is a must. Please, apply only if the below-mentioned role & responsibilities are suitable for your profile.

**LOCATION:** US (can be virtual although a relocation may be possible)

### ABOUT:

Anlitiks, a young and vibrant boutique company in the space of Real-World Evidence and Health Economics is growing exponentially. Our team of qualified professionals have grown by more than 10 times in the past year alone and is expected to continue our rapid expansion. Our continued growth is supported by our client base of major pharma and us having attracted significant investment from a strategic partner to propel us further.

### STATEMENT OF THE JOB:

This is a player-coach role to the scientific team and be responsible for leading the strategic plan and operations towards delivering high-quality - HEOR and RWE projects flawlessly for the US and global markets, including specifically the EU. In this role, S/he will be a subject matter expert (SME) in value evidence generation through comparative effectiveness research related to pharma clients' biopharmaceutical products across diverse therapeutic areas (e.g., oncology, rare diseases, neurology, neuropsychiatry, and immunology) with a deep understanding of research related to speciality drugs. Primarily, S/he will lead the design and development of HEOR proposals and research projects to support biopharma client value evidence needs in Systematic Literature Reviews/Network Meta-Analysis, Health Economic Modeling, RWE, other HEOR activities, and market access. S/he will serve as a solutions-based expert, internally and externally, by applying consultative problem-solving skills.

### ESSENTIAL FUNCTIONS AND RESPONSIBILITIES:

- The Director/Senior Director, HEOR is an experienced, well-organized professional who will develop, implement, and manage the HEOR book of work and be responsible for the direction and execution of research in support of strategies from a health outcomes perspective. In this role, s/he will meet or exceed assigned revenue targets, remain responsible for revenue maximization, profit/margin optimization and be a single point of contact as an SME for clients.
- S/he will work directly with clients to provide value-added input, develop business opportunities that will lead to additional revenue opportunities and to deliver projects to achieve strategic outcomes for the clients. S/he has responsibility for ensuring delivery of high levels of client satisfaction across multiple practice areas and/or clients.
- Responsible for supervising staff members as a player-coach. Coordinate work of team members and supervise them while remaining as an individual contributor for specific projects and tasks as needed. Demonstrates knowledge and experience in maintaining a safe working/learning environment.
- Drive client-based projects that include the following: responding to RFPs with successful proposals, crafting the study plan and designing the study, conduct and conclusion of the projects to deliver economic evidence required to support therapeutic value proposition and reimbursement decisions.
- Oversee the efficient and timely provision of key HEOR deliverables (Value Dossier, C/E models, publications, and database analyses) for client needs. More specifically:
- Ensure and undertake appropriate quantitative research and health economic modeling.
- Develop and execute a comprehensive and compelling HEOR publication plan for client projects to appropriately disseminate value messages and evidence.
- Lead the HEOR response to HTA evaluations and support policy initiatives that encourage more comprehensive value assessments.
- Prepare and manage the complex HEOR access landscape aligning with the changing client requirements.
- Identify, build, and recruit best-in-class critical capabilities related to HEOR.
- Align timelines, budgets and strategies with value and access to ensure effective utilization of resources.

## REQUIRED QUALIFICATIONS/SKILLS/EXPERIENCE:

- Doctoral Degree: PhD, PharmD, MD. The advanced degree should be in Pharmacoeconomics, Health Services Research, Public Health, Epidemiology, or another related field.
- Minimum of 10-12 years relevant prior work experience in the healthcare industry within a life-sciences consulting firm, pharmaceutical or device company, insurer, or within a health system.
- Demonstrated track record of successfully leading and executing multiple research projects within HEOR, RWE using real-world data from claims, EHR, and registries. Published results in peer-reviewed journals and extensive knowledge on working with cost-effectiveness analysis for HTA purposes, budget impact modeling, systematic literature reviews and network meta-analysis, and development of dossiers.
- Working knowledge of patient-reported outcomes research and experience in designing PRO-based RWE observational studies will be a plus.
- Significant networking experience to help increase awareness about Anlitiks in the marketplace. In this role, S/he will represent Anlitiks externally as a thought leader in HEOR and design innovative HEOR strategies and content to establish Anlitiks as a go-to partner for enabling client HEOR/market access goals.
- The successful candidate is also expected to leverage their network to expand client relationships and bring consultative selling experience to deepen client relationships.

## REQUIRED:

- Demonstrated knowledge and experience in the analysis of large data sets such as healthcare claims (e.g., Optum, Truven, DRG, Medicare) and/or other healthcare databases (Flatiron Health, ConcertAI, etc.).
- At least 8 years of experience in statistical programming (e.g., R, SAS), and/or database programming (e.g., SQL) against large healthcare claims/EMR syndicated closed-source or open-source datasets (e.g., all payor claims). Demonstrated programming experience with SQL using an enterprise-level RDBMS.
- Expertise in the design and execution of HEOR studies, including the strategic and conceptual skills for the development of value demonstration strategies, study protocols and analytic plans for prospective and retrospective research methodologies.
- Experience in developing decision-analytic and health economic models for EU and other global HTA submissions, as well as for US based product value assessment and comparisons for formulary assessments.
- Knowledge in research design and evaluation, epidemiologic and statistical concepts such as confounding, bias, cumulative incidence, incidence rate, regression models, survival analyses.
- High level of energy, drive and enthusiasm and demonstrated flexibility and ability to manage complex relationships, changing client expectations, and juggle priorities and deliver ahead of client deadlines.
- Possesses exemplary business development skills. Has broad knowledge of the pharmaceutical industry with excellent client relationship and influencing skills along with deep and long-standing relationships with client companies, especially at a senior level.
- Knowledge and understanding of the fundamental processes of business, and the impact of external/internal influences on decision making, growth and decline.
- Excellent interpersonal and networking skills. Values people's opinions and encourages knowledge sharing. Works willingly and effectively with others in and across the organization to accomplish team goals.
- Development of professional relationships with customers, key opinion leaders and peers.
- Excellent oral and written communication skills with a broad variety of audiences, including pharma/biotech clients.
- Knowledge of rules governing access, use and security of confidential data.