



## **Vice President Market Access - Pricing & Contracting , QUADRANT BIOSCIENCES**

**Reports to: Chief Operating Officer**

### **COMPANY**

This is a fantastic opportunity to join a rapidly growing company focused on developing novel molecular diagnostics and virtual care solutions to accelerate patient diagnoses and access to life-changing therapeutic treatments. Quadrant Biosciences works with top academic institutions, medical researchers and engineers to translate breakthrough findings into thoughtfully developed, scientifically sound applications. Starting with a simple saliva swab, we leverage next generation sequencing and the power of AI to develop accurate molecular diagnostics for a range of medical conditions including, autism spectrum disorder, concussion and Parkinson's disease. Quadrant Biosciences was recently highlighted on CNN, NPR, Bloomberg, and Huffington Post for its groundbreaking work.

### **JOB SCOPE**

As the VP Market Access, you will lead payor contracting for the QB product portfolio. You will be responsible for managing working relationships and providing strategic and operational leadership surrounding Market Access and pricing. You will inform and develop commercial strategies associated with market access and reimbursement and lead implementation of strategies surrounding coding, coverage, and payment for the QB product portfolio. The VP Market Access will be responsible for conducting business analyses to inform the payer pricing strategy as well as inform overall commercial strategy and forecasting.

Responsibilities include, but are not limited to:

- Lead ongoing development, assessment, and execution of the market access strategy to facilitate patient access to QB products
- Build pricing and reimbursement strategies for QB products launched and in development for all QB businesses, including both laboratory services and clinical services
- Liaise between QB and Commercial, Federal, and State Third Party Payors to manage relationships and create optimal reimbursement for QB diagnostic products and clinical services
- Plan, direct and execute payer activities, negotiations and relationship management
- Actively conduct payer and policy research to inform the market access strategy and to understand payor value perception and the pricing/reimbursement landscape for QB products and clinical services
- Collaborate with internal stakeholders to assess pricing and the reimbursement landscape for new products and services

### **KNOWLEDGE, SKILLS AND ABILITIES**

- Demonstrated understanding of the payer and reimbursement landscape for pediatrics, including Medicaid and Commercial payer contracting
- Demonstrated knowledge of payer decision-making for policy, coverage and patient access for existing and new products
- Strong strategic thinking, problem solving, analytical and communication skills
- Ability to skillfully negotiate in tough situations with both internal and external stakeholders, while working within an ever-changing payer, managed markets and corporate environment
- Attention to detail and ability to manage multiple projects simultaneously while adjusting priorities as needed
- Must be able to interact successfully with Senior Management and act as the Market Access champion and spokesperson within the organization

## WORK ENVIRONMENTS AND HAZARDS

This position requires sitting for extended amounts of time with a majority of the tasks requiring typing at a computer station.

## PHYSICAL DEMANDS

This position is mainly a stationary position involving sitting most of the time but may involve walking or standing for brief periods of time. May require lifting up to 20 pounds.

## QUALIFICATIONS

- Biotech or Pharmaceutical experience required
- Strong understanding of global payer environment, including coverage, coding and reimbursement, pricing and contracting, and payment
- 6+ years of experience and expertise in several of the following areas: reimbursement, market access, payer contracting, financial analysis, account management OR 6+ years of commercial experience in pricing/reimbursement, healthcare policy, Medicaid, account management
- Experience with cross-functional large scale initiatives with high degree of complexity
- Travel up to 10% of time to meet with external key opinion leaders

*Quadrant Biosciences Inc. provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.*

*This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.*