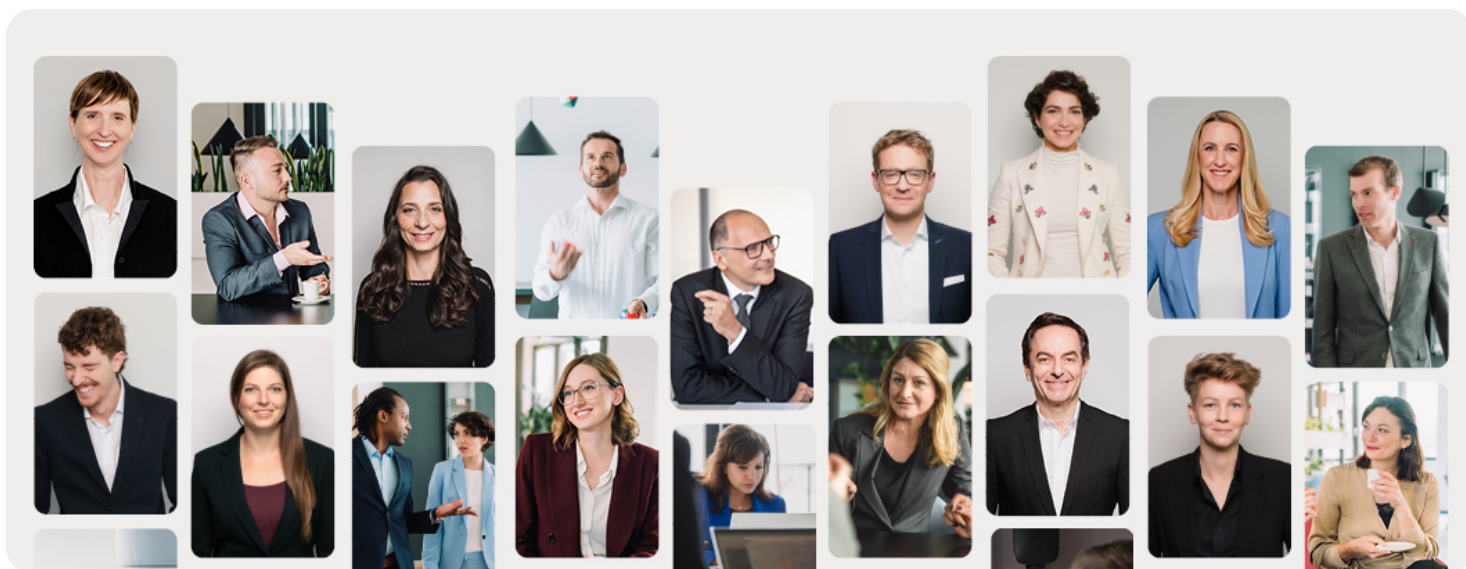


AOP Health is the European pioneer for integrated therapies for rare diseases and in critical care. To enhance our team in Vienna we are looking for an:

Director Global Market Access Launch Excellence (f/m/d)

1190 Vienna | Full-time employee | Start: 01.10.2025 |



The role is responsible for shaping AOP Health's market access and pricing strategies, as well as leading launch planning for near-launch assets, ensuring timely and efficient patient access to new therapies. The position drives value demonstration, early access strategies and real-world evidence generation across key markets, including the EU, UK, Middle East, and US. Additionally, the role serves as an internal consultant on EU JCA procedures and broader health policy trends, strengthening AOP Health's market access capabilities at global, regional, and national levels.

What Your Day To Day Will Look Like

- As a key member of AOP Health's global launch teams, you will play a central role in integrating payer and healthcare system perspectives into development programs and launch preparations.
- Strategically define and optimize market entry, global pricing, and reimbursement strategies for AOP Health's launch assets and drive implementation in the countries.
- Provide guidance on indication extensions and sequencing and contribute to strategic scenario planning.
- Collaborate closely with cross-functional teams at HQ and in affiliates to ensure aligned and effective launch execution. Prepare markets for current and future needs, addressing barriers to wide product adoption.
- Ensure HQ and country launch teams deliver compelling, payer-focused value propositions that address unmet needs and resonate with healthcare systems, payers, and decision-makers.
- Support AOP Health's operational excellence initiatives by setting up efficient cross-functional processes related to market access launch

Main Benefits

- ★ Bonus
- 🏠 Homeoffice
- 🚗 Company car
- 🕒 Flexible working hours
- 🎓 Initial and continuing education
- 🚊 Good transport connection
- 👨‍⚕️ Company doctor
- P Parking spot
- 💳 Employee discount

Your Contact

activities, including the EU JCA procedure

- Monitor and analyze market trends, policy changes, and competitive landscape to inform strategic (access) decisions
- Facilitate best-practice sharing and competency building in Market Access and HEOR; provide training and strategic guidance across access functions and cross-functional teams.
- Provide leadership, guidance, and support to direct reports, ensuring alignment with overarching strategic initiatives.
- Manage resource allocation and budgets to ensure optimal launch planning at HQ and support countries.
- Align market access initiatives with AOP Health's overall business objectives and develop/ implement comprehensive market access strategies for launch markets.



Angelika Drabek

Manager Talent Acquisition

Further information on our website:

aop-health.com

Your Qualifications and Experience

- University degree in pharmacy, medicine, health economics, public health, natural sciences, or a related field; additional business degree is a plus
- Excellent analytical, strategic thinking, and problem-solving skills
- Minimum 10 years of experience in the pharmaceutical industry or consultancy (including product launch experience), with at least 6 years' experience in HEOR or Market Access (global or international experience preferred)
- Thorough understanding of healthcare funding and health technology assessment (HTA) mechanisms across Europe, including knowledge of EU JCA. Experience with additional regions (US, Canada, Asia/Pacific, Middle East, North Africa, South America) is an asset.
- Strong expertise in value-based pricing, evidence generation, and payer-focused value propositions
- Self-motivating personality with willingness to learn, can-do attitude and hands-on approach
- Proven leadership capabilities in a matrix environment, with the ability to engage and influence stakeholders at all levels
- Strong project and process management skills, with the ability to handle multiple priorities, manage complexity, and deliver on time and within budget.
- Able to thrive in a highly dynamic, fast-paced, and continuously changing global environment with minimal oversight/direction
- Fluent in English (written and spoken), additional languages considered a plus

Our offer

- A position with personal responsibility and space for creativity
- Open corporate culture with the opportunity to bring in your own ideas
- Highly motivated, agile, and international team
- Great opportunities for personal and professional development
- Attractive work environment with excellent career opportunities and flat hierarchies
- Competitive salary package plus bonus, company car and various benefits
- Due to legal requirements, we are obliged to disclose the collective agreement minimum salary, which is EUR 80,290 gross per year, based on full-time employment. However, our actual remuneration packages are market-oriented and aligned with your qualifications and professional experience.

If you would like to work as a team player in an international environment and can identify with our values "Agile, Ambitious, Aligned, Accountable and Appreciative", then: Take this CHANCE!