



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

Director Market Access, Pricing and Contracting US

07102 Newark | Full-time employee | Start: as of now |



In this role, you will lead US Market Access, Pricing, and Contracting to maximize patient access and commercial success for Rapiblyk. You will own pricing strategy, payer and GPO contracting, and government price reporting, while driving GTN forecasting excellence and ensuring compliant, audit-ready execution across contract loading, chargebacks, and rebate adjudication.

What Your Day To Day Will Look Like

- Develop US pricing strategy (WAC, discount corridors) and negotiate GPO agreements.
- Lead Government Price Reporting and submissions (AMP, Best Price, ASP, NFAMP/FCP, 340B Ceiling Price) and state transparency filings.
- Oversee contract operations (loading/validation, accruals, membership/class of trade controls, chargebacks, rebate adjudication) with strong SOPs.
- Partner with Finance on gross to net models and accruals; monitor policy changes (e.g., Inflation Reduction Act) and advise leadership.
- Provide contract performance analytics and pull through support with Sales and Trade & Distribution.

Your Qualifications And Experience

- 8–10+ years in market access pricing and contracting with hands on government pricing/reporting experience.
- Strong knowledge of payer/GPO economics, Medicaid/340B, and chargeback/rebate operations.
- Excellent analytical and strategic thinking skills.
- Ability to lead and manage teams effectively.
- Strong communication and interpersonal skills.
- BA/BS required; MBA preferred.
- Experience implementing and working with 3rd parties such as Integrachain or RSM an advantage.
- Policy and reimbursement analytics experience an advantage.
- US based; limited travel for payer/GPO meetings and conferences (~20%).

Our offer

- An opportunity to build and lead a national commercial organization for a high-impact therapy.
- A collaborative and entrepreneurial culture that values innovation, accountability, and growth.
- Competitive compensation package and bonus scheme
- Benefits: 401K/Life/STD/LTD, 20 days paid vacation, car allowance
- Professional development and career advancement opportunities within a growing international company.

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 and

Main Benefits



Bonus



Homeoffice



Company car



Employee mobile phone



Flexible working hours



Laptop



Initial and continuing education

Your Contact



Larisa Barkowski

Talent Acquisition Lead

Further information on our website:

aop-health.com