



Build meaningful product access to advance women's health

Conceptra Biosciences, an innovative life sciences company focused on women's health, seeks an experienced Director of Access and Trade to develop and execute market access strategies and manage trade relations for both pharmaceutical and medical device products. This position plays a crucial role in optimizing the growth of the current product portfolio and achieving the successful launch of several new products. This is a full-time position.

Why join us?

- Be part of a mission-driven organization making a meaningful impact on women's health.
- Work with a passionate, innovative, and diverse team.
- Competitive compensation package, including benefits and opportunities for professional growth.

Key responsibilities

- **Market access strategy:** Develop and implement comprehensive market access strategies to ensure our pharmaceutical products are accessible to patients while maintaining profitability.
- **Pricing and reimbursement:** Collaborate with cross-functional teams to set pricing strategies and negotiate reimbursement agreements with payors, governments, and healthcare organizations.
- **Trade relations:** Manage relationships with distributors, wholesalers, and other trade partners to ensure efficient product distribution and inventory management.
- **Market research:** Conduct market research and analysis to identify market trends, payor needs, and competitive intelligence to inform product positioning and strategy within these channels.
- **Product launch:** Collaborate with the Director of Marketing and the Director of Sales to plan and lead the execution of product launches, including market segmentation and key account identification across payor and distribution channels.

- **Team leadership:** Build and lead a high-performing team of market access and trade professionals, providing mentorship and guidance.
- **Budget management:** Manage the budget for market access and trade activities to ensure efficient allocation of resources.
- **Compliance:** Ensure that all market access and trade practices adhere to federal, state, and industry regulations, and our ethical standards.
- **Reporting:** Provide regular reports and updates to senior leadership on market access and trade performance, highlighting key metrics and achievements

Desired skills & experience

Education

- Bachelor's degree in Business, Marketing, or a related field

Experience

- Minimum 5 years of progressive experience in market access and trade roles within the pharmaceutical industry
- Recent and proven track record of successfully building access and trade strategies to launch pharmaceutical products in the market

Required skills & competencies

- Strong knowledge of pricing and reimbursement strategies and negotiations
- Experience in women's or reproductive health as a therapeutic area preferred
- Excellent leadership and team management skills
- Strategic thinker with the ability to develop and execute effective market access plans
- Familiarity with pharmaceutical industry regulations and compliance requirements
- Strong analytical and problem-solving abilities
- Excellent written and verbal communication, negotiation and interpersonal skills
- Ability to thrive in a fast-paced, dynamic environment and manage multiple priorities effectively
- Self-motivated with the ability to work independently in a remote environment

Work environment & compensation package

- Full time remote position
- Pay: \$140K - 185K per year based on skills and experience
- Benefits: 401(k), dental insurance, health insurance, paid time off, parental leave

- Schedule: Monday to Friday with weekends as needed

Submit a cover letter and CV to info@conceptradio.com by Friday, 5 September 2025.

Questions? Contact info@conceptradio.com.