



VICE PRESIDENT, MARKET ACCESS, REIMBURSEMENT AND CONTRACTING

Acera Surgical, a St. Louis, Missouri-based regenerative biosciences company, is looking for a Vice President of Market Access, Reimbursement, and Contracting, who is as excited as we are about growing our business. Whether you are looking for a refreshing change from a large corporate setting or just love new challenges, Acera offers an exciting and dynamic work environment.

Position Overview and Responsibilities:

We have an immediate opening for a Vice President of Market Access, Reimbursement and Contracting. The person can be based in any major U.S. city and will report to the President. As a key leader on the management team, this person will lead both the strategic and tactical plans for all of reimbursement, government contracting, integrated health networks and other consortium groups. A key focus of this position is to collaborate with key customers, outside consultants and government agencies to define and execute the proper strategy for reimbursement in all relevant markets. The role is also focused on supporting internal and external customers as well as key stakeholders in all aspects of the reimbursement process. This role will also be a key leader with respect to product pricing strategy. The successful candidate is highly skilled at developing relationships as well as working across the organization to achieve reimbursement and patient access goals that are aligned with sales and marketing strategies.

Critical Requirements:

- Minimum of 10+ years of work experience in market access, reimbursement, marketing, sales, and/or payer policy development, with addition of 5+ years experience in the medical device, biotech or regenerative medicine industry.
- Demonstrated knowledge of U.S. and/or global healthcare systems including expertise in reimbursement support to a sales organization, reimbursement policy development and technology assessment processes.
- Previous experience in 510(k) approved products and/or tissue regenerative reimbursement, health economics and/or outcomes research, preferably with experience with commercialization in a high growth company.
- Bachelor's degree required; and Master's degree (e.g., MS, MPH, or MBA) preferred.
- Self-motivated with strong organization and time management skills; excellent business, communication and negotiation skills.
- Comfortable working in a small and fast-growing organization