

Commercial Market Access Partnerships Lead

*Your mission is to help us **unlock revenues** for our human digital twin*

Healthcare systems face growing pressure to do more with limited resources. To address this, we must shift towards proactive healthcare—prioritising early detection and prevention.

To meet this challenge, we must use the massively growing amount of healthcare data to support clinical decision-making. We are solving this by translating various data streams into clinically-actionable insights that support overstretched clinicians identify patient health changes earlier. Over time, we are personalising this to ultimately build *your human digital twin*.

This is a “right time, right place” kind of moment, with increasing momentum, multiple hospital partnerships, vast data access, a first product in clinic with early positive results, and imminent regulatory approval (Class 2 EU:MDR). Now, we are looking for you to take us to the next level.

We are building a company that wants to change the way healthcare innovation is brought to market and are looking for people to help us do just that.

Are you up for the challenge?

About the role

You will be responsible for developing and leading our market access strategy, developing innovative business cases, and supporting the required evidence generation. Additionally, you will work with our distribution partners to onboard hospitals and other healthcare providers.

Must have:

- Proven track record of winning commercial contracts at hospital and ICB level
- Minimum 5 years professional experience or part of multiple product launches (revenue generating)
- Knowledge of HTA processes
- Experience of working in the healthcare industry (e.g. medical devices, NHS, healthcare authority) and a familiarity of building strong business cases, convincing key stakeholders and establishing long-term relationships

Desirable (any of the below):

- Experience with SAMD and clinical decision support systems
- Understanding of channel partner strategies and partner success models
- Familiarity with Medical Affairs
- Experience with shaping commercial strategy
- Knowledge of other healthcare markets (Germany, US, Middle East)

Further information about our application and interview process can be found on our [website](#).