

## Director/Senior Director– Market Access Consultant

### Description

We are recruiting a seasoned market access leader who operates as both a strategic advisor and hands-on operator, comfortable owning complex client engagements from vision through execution. You bring deep expertise across the pharma payer landscape and understand how to translate market dynamics into actionable strategies that drive access, adoption, and commercial success. In a smaller, high-growth consulting environment, you're equally energized by leading client work, mentoring teams, and contributing to business development and someone who can confidently engage senior stakeholders, shape thoughtful solutions, and help build a market presence while delivering measurable impact.

The person hired will be a Senior/Director level candidate who is a market access leader and trusted client advisor, guiding complex market access and commercialization engagements. This role plays a key position in shaping market access strategies for clients, supporting the company's market presence, and ensuring alignment with business objectives. This is a small yet growing team, looking for an SME in pharma market access. This is a senior consulting role with significant billable and client-facing responsibilities, balanced with leadership, business development, and firm-building activities.

The Director oversees the development, design, and delivery of market access engagements, supporting client satisfaction and performance across commercial and public payer environments. This role leads work spanning launch and market planning, coverage, coding and policy considerations, pricing and distribution strategy, stakeholder engagement, and sales force effectiveness across Medicare, Medicare Advantage, Medicaid, PBMs, health systems, and other organized healthcare stakeholders.

### Responsibilities

#### Strategic Leadership & Solution Ownership

- Support the development and execution of annual business plans for market access engagements, including staffing inputs, operational priorities, and financial performance.
- Contribute to the evolution of market access offerings and methodologies in response to payer dynamics, policy changes, and market trends.
- Actively contribute to the culture, training, and professional development of staff within market access-focused teams.

#### Client Leadership & Delivery

- Serve as a key advisor and day-to-day client contact for assigned market access engagements.
- Lead the development and delivery of market access strategies across commercial and public payer environments.
- Support clients in navigating payer decision-making processes across Medicare, Medicare Advantage, Medicaid, PBMs, health systems, and other organized healthcare stakeholders.
- Oversee the planning, execution, and delivery of consulting projects, ensuring adherence to timelines, quality standards, and budget expectations.
- Translate complex market access challenges into clear, actionable recommendations for client stakeholders.

### Hiring organization

BioLink 360

### Employment Type

Full-time

### Industry

Market Access

### Job Location

Boston, MA, United States

Remote work possible

### Base Salary

\$ 150,000 - \$ 210,000

### Date posted

April 22, 2026

**Business Development & Growth**

- Support client growth and expansion efforts within assigned market access accounts, including identification of follow-on opportunities and contributing to revenue growth.
- Lead or meaningfully contribute to proposal development, solution design, and scoping of statements of work for market access engagements.
- Participate in external-facing activities with clients, industry partners, and at conferences or forums relevant to market access and policy, as appropriate.

**Firm Leadership & Collaboration**

- Collaborate across solution teams to deliver integrated, cross-functional client solutions, aligning market access strategy with policy, analytics, and commercialization efforts.
- Contribute to firm-wide initiatives that advance the company's market position, intellectual capital, and operational excellence.
- Provide mentorship and guidance to junior team members, supporting team performance and professional development.

**Qualifications**

- 7+ years of relevant experience in market access, commercialization, healthcare consulting, or life sciences, including leadership experience.
- Demonstrated experience leading complex client engagements across commercial and public payer environments.
- Strong understanding of payer dynamics, coverage pathways, and reimbursement considerations.
- Proven ability to manage project teams, budgets, and timelines.
- Excellent written and verbal communication skills, including the ability to engage senior client stakeholders.
- Advanced degree preferred and/or equivalent work experience