

# Director of Commercial Policy

## THE ORGANISATION

The Irish Pharmaceutical Healthcare Association (IPHA) represents the international research based pharmaceutical industry in Ireland. Our member companies are committed to improving people's health through innovative medicines and technologies.

The board of IPHA is now seeking to attract a highly effective Director of Commercial Policy to help lead the organisation into its next stage of development.

## THE ROLE

Reporting to the Chief Executive, the Director of Commercial Policy will lead the association in generating, and winning acceptance for, policy solutions for timely access to innovative medicines, covering areas such as pricing and reimbursement, health technology assessment and international collaborations.

The Director of Commercial Policy will lead and grow effective working relationships on behalf of IPHA with key stakeholders in public authorities which have a role in medicines policy, to ensure IPHA and its members have a keen and accurate appreciation for the policy positions, priorities and capacity of public sector stakeholders.

## THE PERSON

- This position presents an excellent opportunity for an effective, collaborative leader with a track record of successfully influencing and negotiating policy development on behalf of a trade association or relevant commercial or not-for-profit body.
- You have at least 8 years' experience of senior policy role(s) in, or interacting and negotiating with, public authorities.
- You will possess a third-level qualification to post-graduate degree level in a relevant discipline(s) such as business, economics, public policy, pharmacy/pharmaceuticals.
- You will already have, or the capacity quickly to acquire, detailed knowledge of the pharmaceutical value chain and of the State's medicines policies and reimbursement processes.
- You will possess an existing in-depth knowledge of the commercial and policy environment for medicines and the health sector; or the equivalent in a health-related field that demonstrates the capacity to quickly acquire relevant knowledge.

Further details on this significant opportunity, including remuneration, duties and responsibilities are available upon request

Lansdowne Executive Search has been retained by the IPHA to manage this recruitment process.

To pursue your interest, please email a comprehensive CV and supporting letter to:

Sean McDonagh, Lansdowne Executive Search.

Email: [sean.mcdonagh@lansdownesearch.ie](mailto:sean.mcdonagh@lansdownesearch.ie)

For a confidential discussion, please contact Sean at  
+353 (0)87 796 1062.

**Closing date for applications is Friday, 15th November 2019**