

Job Description

Job Title: Head of Health Economics and Outcomes Research (HEOR) (Senior Director Level)	Reports To (Title): Vice President, Medical Affairs	Date Created: 02/13/2024
Department: Medical Affairs	Job Type: <input type="checkbox"/> Full-time <input type="checkbox"/> Part-time <input type="checkbox"/> Contractor	

SUMMARY OF JOB (brief description): Soleno Therapeutics, Inc., based in Redwood City, California, is a clinical-stage biopharmaceutical company developing novel therapeutics for the treatment of rare diseases. As the Head of Health Economics and Outcomes Research (HEOR), this role will lead the development and execution of strategies and tactics for evidence generation, data analysis and dissemination, and engagement with thought leaders and payors to support pricing, reimbursement, and access for Soleno's pharmaceutical products across all indications.

RESPONSIBILITIES:

- Design and execute HEOR studies from concept through publication to demonstrate disease burden and unmet need. HEOR studies may include analyses of retrospective and prospective databases, economic models, prospective research studies, patient-reported outcomes, and other payor-focused tools.
- Lead the design of health economic models to explain the value of Soleno's drugs to various internal and external stakeholders.
- Lead the development of pre-launch, launch and post-launch deliverables including AMCP dossiers, global value dossiers (GVDs), economic models, and other tools to support global reimbursement and access requirements.
- Provide strategic and content guidance in HTA/reimbursement negotiations.
- Collaborate with internal cross-functional teams from development through launch.
- Understand the payor landscape in the United States and globally and establish relationships with thought leaders and payors who can provide input to guide Soleno's HEOR programs.
- Select and manage qualified HEOR vendors as needed.
- Compliance with corporate policies as well as all applicable healthcare laws and regulations.

QUALIFICATIONS:

- Minimum of a Masters degree in Public Health, Health Services Research, Economics, Epidemiology, Health Policy, or a related discipline. Doctorate preferred.
- 8 or more years of HEOR experience in the biopharmaceutical industry; experience with rare diseases highly desirable.
- Ability to collaborate effectively with multiple internal and external stakeholders, including clinical development, commercial, medical affairs, HCPs, patient advocacy groups, private and government payors.
- Keen understanding of the drug development and regulatory approval process.
- Demonstrated experience using real-world evidence and comparative effectiveness data to support value, reimbursement, and access.

Job Description

- Excellent communication, presentation, and influencing skills across internal and external stakeholders.
- Attention to detail and ability to prioritize diverse projects for multiple disciplines.
- Demonstrated ability to work both independently and in a team-oriented, collaborative environment.
- Can adapt to shifting priorities, demands, and timelines.
- Ability to assess the inherent risks of a situation, their potential impact on a project and, based on this information, involve the appropriate team members to make timely decisions.

Salary Range: \$240k - \$290k (Actual salary at the time of hire may vary and may be above or below the range based on various factors, including, but not limited to, the candidate's relevant qualifications, skills, and experience, as well as the location where this position may be filled.)