



## Soleno Therapeutics Job Description

<b>Job Title: Senior Director, Market Access</b>	<b>Reports To: CCO</b>	<b>Date Created: 04/18/2024</b>
<b>Department: Commercial</b>	<b>Job Type:</b> <input checked="" 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. The Senior Director, Market Access will play a pivotal role in shaping the market access strategy for our innovative pediatric rare disease therapies. This position, reporting to the Chief Commercial Officer, requires a seasoned professional with a deep understanding of market access dynamics, payer landscape, and reimbursement strategies. The successful candidate will lead the development and execution of market access initiatives, including for an upcoming potential launch, ensuring that our life-changing treatments reach the patients who need them.

### **RESPONSIBILITIES:**

- Develop and execute a comprehensive market access strategy for medicines with potential to address critical unmet needs in rare, genetic diseases, with the near-term focus on Soleno's lead asset - diazoxide choline extended-release - potential first indication in Prader-Willi syndrome. Work closely with Commercial, Regulatory, Clinical Development, and Medical Affairs teams to align these market access strategies with overall business objectives.
- Develop and execute pricing, reimbursement, and contracting strategies via internal and external research, market assessments/analytics, pricing analogs, and analysis.
- Develop and oversee Trade and Distribution strategy. Collaborating with cross functional team members as well as managing day to day activities with wholesalers, distributors, and pharmacies.
- Define, build, and execute patient support programs including hub and patient assistance programs. Build out and oversee the necessary team to implement the programs.
- Directly engage with payers, CMS, and PBMs and build and maintain strong relationships with them. Lead pricing and reimbursement negotiations with payers to ensure optimal market access.
- Build and lead a high-functioning market access team that collaborates with Soleno's cross-functional team members and effectively engages with external stakeholders.
- Collaborate with cross-functional teams to integrate market access considerations into product development plans, regulatory submissions, and commercialization plans.
- Collaborate with colleagues across functions to drive health economics and outcomes research (HEOR) activities.
- Collaborate with internal stakeholders to develop value propositions that resonate with payers and with marketing to build out tactics/resources.
- Support the development and execution of EU and other ex-US payer access and pricing strategies as required, working in close collaboration with ex-US colleagues.
- Monitor the Payor access environment and key trends, identify issues, and develop/recommend innovative access solutions.
- Manage timelines and budgets in accordance with Market Access strategic plans.



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### QUALIFICATIONS:

- Bachelor's degree in marketing, business, or a related field; MBA is a plus.
- Minimum of 15 years of experience in market access roles in pharmaceutical or biotech marketing, with a focus on rare diseases and pediatrics preferred.
- Proven track record of successful market access strategy development and execution for rare disease therapies.
- In-depth knowledge of the payer landscape, reimbursement processes, and pricing strategies.
- In-depth knowledge of specialty pharmacy and patient services landscape.
- Substantial experience in shaping HEOR and RWE strategies.
- Relevant experience with distributors, limited distribution networks, building and managing reimbursement hubs, co-pay and patient assistance programs.
- Experience and success in negotiating and managing contracts.
- Demonstrated success in building and maintaining direct relationships with key payers and stakeholders.
- Strong understanding of regulatory requirements and compliance within the pharmaceutical industry.
- Excellent leadership, communication, and interpersonal skills.
- Ability to thrive in a fast-paced and dynamic environment.
- Ability to come onsite and work in the Redwood City office a minimum of two days per week.
- Ability to travel 25%.

**Salary Range:** \$220,000 - \$270,000 (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.)

Please submit resumes to Soleno Therapeutics, Inc. at [hr@solenolife.com](mailto:hr@solenolife.com).