

Business Development and Partnerships, Manager (Europe)



CCX is a software company building and deploying the tech stack for pharmaceutical market access. Our productivity software helps get life-transforming treatments to the patients who need them. We do this by equipping market access professionals at pharmaceutical companies and payer organizations with the tools to plan, execute and administer access agreements with each other – faster and better – creating massive economic and social benefit.

CCX, a Europe and US-based technology company, is hiring a Business Development and Partnerships Manager for the Commercial Team.

The Business Development and Partnerships Manager will be responsible for identifying, cultivating, and executing commercial agreements with pharmaceutical companies and payers. This will involve working across the CCX team and directly with senior leaders at our customer organizations.

We are looking for someone who has experience in negotiating commercial access agreements (e.g market access / rebate agreements) with pharma companies on behalf of a public or private payer and is eager to bring this experience to an innovative software startup.

This role is based in Europe and will be responsible for leading and co-leading business development opportunities with clients across Europe. This position will report to our Commercial Head, and work closely with our COO, CEO, and directly with customers on a daily basis.

This position will report to our Head of Commercial in New York and require regular travel throughout Europe, with occasional travel to the US and Canada.

Apply via e-mail to jobs@ccx.tech

Responsibilities:

- Your primary accountability will be leading and co-leading business development opportunities with pharmaceutical manufacturers and private and public payers. This will include:
 - Research, prioritize, and source and qualify opportunities from among the potential pharmaceutical affiliate offices, pharma HQs and public and private payers that would benefit from CCX software
 - Engage with new customers by articulating the value of CCX software in a clear and compelling way
 - Work with colleagues on the Commercial Team to lead commercial opportunities through the sales process, from pitch to contract closure
 - Transition new customers to the Customer Success team for delivery and implementation
 - Partner with colleagues on the Commercial Team to continuously optimize our sales, commercial, and product strategy
 - Keep apprised of developments in pharmaceutical pricing and related industry news and its impact on our business

Skills & Experience

- Fluency in market access processes and challenges, from a payer and /or pharma perspective
- Exposure to HTA and health economics
- Commercial mindset and customer centric mentality
- Experience negotiating and executing commercial agreements from the payer side
- Experience managing a complex sale, partnership, or similar commercial process, involving multiple stakeholders and supporting internal champions
- Excellent written and oral communication skills
- Extremely organized with strong attention to detail
- Motivated, self-starter, able to get things done with minimal direction
- Comfort interacting with senior management (internal and external)
- Ability to switch between high-level strategic and tactical thinking throughout the day
- Ability to work on multiple projects in a fast-paced environment
- Comfort with uncertainty and solving ambiguous challenges with limited information
- Well versed in Excel and PowerPoint
- B2B SaaS and/or life sciences experience (nice to have)
- Startup Experience (nice to have)
- Empathic and trustworthy

About CCX

CCX is a software company building and deploying the tech stack for pharmaceutical market access. CCX has offices or team members in Switzerland, Boston, Washington D.C., New York, San Diego, London, Serbia, and Armenia. CCX is backed by leading investors including Accel and Hoxton.

CCX offers a competitive benefits package, due to our global presence we can share more details for your exact location during the interview process.

CCX is an equal-opportunity employer. We do not discriminate and will not tolerate discrimination by any of our employees. Employment will be based on merit, qualifications, competence, performance, and business needs.