

You are looking for a full-time position in an international strategy consultancy as a

Director Market Access

and would like to join us to ensure that as many eligible patients as possible are treated with innovative medicines and medical technology products?

Location: Hannover Region / Hybrid

Salary: Competitive, based on experience

Our clients in Healthcare & Life Sciences are leading innovators in pharma, biotech, medtech, digital health, and diagnostics. As part of Kintiga, Europe's largest independent specialist consultancy, and SKC Beratungsgesellschaft mbH, Germany's market access and pricing experts, we support the successful launch and reimbursement of breakthrough therapies and technologies.



Join our team and help shape the future of the most innovative healthcare solutions. At Kintiga and SKC, we foster a collaborative, entrepreneurial environment where every voice counts. We value diversity, openness, and integrity, encouraging our team members to bring their ideas and passion to work. You'll join a supportive, dynamic team that thrives on innovation, continuous learning, and making a real impact in healthcare and life sciences.

How you will create an impact:

As Director Market Access, you will be accountable for both strategic leadership and hands-on delivery excellence, shaping the future of our business by combining client delivery oversight, business development, capability building, and team development. You will manage key accounts, lead complex market access projects, and drive innovation in methodologies and tech-enabled delivery. You will play a critical role in translating strategy into operational impact, both in Germany and across our European organization:

- Lead and manage client relationships for pharma and biotech accounts, ensuring satisfaction and long-term partnerships.
- Serve as product owner or strategic advisor on key market access projects (AMNOG, EU HTA, pricing, reimbursement).
- Oversee delivery standards and apply agile working methods across teams.
- Drive business development, proposal management, and client relationship building.
- Define portfolio vision, drive innovation pipeline, and align strategies across geographies.
- External thought leadership representation at conferences and associations.
- Mentor and develop delivery teams, manage staffing and resource allocation.
- Shape recruitment strategy and contribute to talent pipeline development.
- Champion Kintiga values and foster a collaborative, high-performance team culture.



About you:

- Master's degree in life sciences, medicine, pharmacy, health economics, or business.
- Excellent German and English language skills.
- Minimum 5 years' experience in market access within the German and European pharmaceutical or healthcare industry.
- Strong understanding of the German (AMNOG) and European market access landscapes.
- Demonstrated success in client relationship management and business growth.
- Excellent organizational and agile and classic project management skills.
- Strategic mindset, analytical thinking, and problem-solving ability.
- Thought leadership and ability to influence senior stakeholders.
- Affinity for technical advancements and digital health.
- Occasional availability to travel.
- PhD in a relevant field (preferred).
- More than 5 years in strategic market access roles, ideally with international exposure (preferred).
- Familiarity with digital health, innovative pricing models, and EU HTA processes (preferred).
- Advanced skills in CRM, project management, and data tools (preferred).
- Multilingual communication skills (preferred).

What we offer on top:



Dynamic work environment with a **highly motivated team**.



Exciting **career opportunities** in a fast-growing international business.



Entrepreneurial culture, openness, and integrity.



A comprehensive **onboarding and mentoring program** as well as employee events



Individual development with extensive training and development programs.



30 days vacation and a **permanent position**



High-end digital equipment and **hybrid working**.



Modern, centrally located office space with a variety of healthy snacks



Attractive corporate benefits: wellbeing support, E-Leasing, employee events and much more.

Sounds good to you? Apply now!

We look forward to receiving your application, incl.

- Letter of application
- Curriculum vitae
- Complete certificates incl. high school diploma
- Earliest possible start date
- Salary expectation

Your contact:

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Please submit your application via our [online application portal](#).



"The collegial SKC team and the modern working environment is simply great. We support and can rely on each other, especially in busy times. It's great that everyone takes responsibility."

Britta Olowson, Manager Human Resources



"What drew me to SKC was its dynamic growth, streamlined decision-making, and the freedom to bring in and realize my own ideas."

Dr. Lara Schröder, Director Market Access



SKC Beratungsgesellschaft mbH | Pelikanplatz 21 | 30177 Hannover | www.skc-beratung.de/karriere



SKC Beratungsgesellschaft, MAP Patient Access and AxTalis are unified under the shared brand Kintiga.



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