

Aclarion

Position: Director of Reimbursement

Reports to: Chief Strategy Officer

Location: Remote

Travel: Up to 50%

The role: The **Director of Reimbursement** will be directly responsible for initiating and progressing contracting conversations with national and regional health plans. The Director will focus on signing contracts with high-priority payers, with an eye toward improving patient access and increasing reimbursement. The Director of Reimbursement will be responsible for developing and executing the market access and reimbursement strategy for products within the Aclarion portfolio. The position requires cross-functional collaboration with marketing, finance, clinical affairs, legal, and select outside consultants. The Director of Reimbursement will be responsible for development of brand value platform and promotional resources, training, and pull through for sales and field reimbursement teams. This role reports directly to the Chief Strategy Officer and will collaborate with Clinical Affairs to align on key reimbursement priorities supporting the Aclarion portfolio through advocacy or legislative measures.

This is an incredible opportunity to join a fast growing, highly motivated team.

Key Responsibilities:

- Lead the payer strategy for products/codes requiring coverage and payment, including messaging, account prioritization, and dashboard tracking
- Advise on US reimbursement trends, threats, and opportunities; develop market access analyses to support US brand planning process
- Manage the coding application process, as needed for current and future product
- Monitor and issue reimbursement updates for common spine procedures
- Develop reimbursement training materials (modules, FAQs) and collaborate with training to execute at new hire sales trainings, POAs, national meetings
- Coordinate with team to understand customer and field needs
- Conduct and develop reimbursement landscape assessments, informing key milestones and supporting internal decision-making
- Partner with team to adapt/optimize value proposition for prioritized cloud-based SaaS products
- Execute the value and access strategy of Aclarion products, including development of value presentations, reimbursement resources and educational materials for field and customers
- Work with marketing to develop, implement, and integrate value messaging to support brand strategy

- Innovate and implement pilot initiatives to enhance overall Aclarion value proposition
- Engage with the team to align on advocacy strategies specific to reimbursement & coverage policies
- Build collaborative relationships with matrix partners including Marketing, Sales, Clinical Affairs, and RA/QA

Knowledge & Skills:

- You have 8+ years of experience in roles where you have owned either business development or providing networking contracting efforts from end-to-end
- You have a deep understanding of payer business models and economics
- You are a relationship builder, and delight in forging meaningful bonds across all levels of an organization
- You thrive in ambiguity, and seek opportunities to approach difficult challenges, drive towards outcomes, and shape strategy
- You have strong organizational skills and can efficiently manage a robust payer contracting funnel
- You are a self-starter who seeks to innovate and improve processes in a fast-paced environment
- You are passionate about improving access to affordable high-quality mental healthcare

Minimum Requirements:

- Bachelor's Degree
- The ability to fluently read, write, understand, and communicate in English
- 10 Years of Relevant Experience
- 5 Years of Demonstrated Leadership
- At least 10 years in the pharmaceutical/medical device industry with 4+ years in market access or reimbursement roles (pricing, health economics, payer account or office reimbursement field management)
- Understanding of Medical/Legal/Regulatory review processes and compliance environment for medical device/healthcare industry
- Working knowledge of MS Office, spreadsheets, and graphical presentation programs

Aclarion is an initial stage commercial start-up with proprietary cloud-based SaaS diagnostic technology company transforming patient lives through harnessing the power of MR Spectroscopy (MRS). Our technology is a game-changing innovation that is based on a decade of research and development and clinical experience. We are constantly looking in the future to treat challenging diseases.

We are a global team united by a common vision to transform healthcare by making focused MRS a standard of care for patients. Our culture is centered on innovation - challenging & empowering our people to be great at what they do. Our ecosystem is our forte, comprised of diversity - people with different ideas, skills, interests, and cultural backgrounds.