



Miach
Orthopaedics

| **BEAR**[®] Implant

Job Description: Senior Director of Commercial Access & Payor Strategy

Company Overview:

Miach Orthopaedics, Inc., a commercial stage, privately held company located in Westborough, Massachusetts, is dedicated to developing bio-engineered surgical implants for connective tissue restoration. The company's initial focus is on ACL injuries. The company introduced the BEAR[®] (Bridge Enhanced[®] ACL Restoration) Implant for commercial use in October 2021. The BEAR Implant, pioneered by Martha Murray, M.D., at the Boston Children's Hospital Department of Orthopaedic Surgery, is the first technology to clinically demonstrate that it helps regenerate a patient's own ACL tissue. The current standard of care for treating ACL ruptures is reconstruction, which replaces the native ACL with a graft harvested from the patient or from a deceased donor.

Miach Orthopaedics actively recruits individuals of diverse background and experience who embody an entrepreneurial spirit and drive for excellence. The company offers comprehensive benefits and competitive compensation packages. Miach is an equal opportunity employer and is committed to providing equal employment opportunities to all qualified candidates and employees.

Position Overview:

Reporting to the Vice President of Sales & Marketing, the Sr. Director of Commercial Access & Payor Strategy is primarily responsible for developing and executing strategies to facilitate access of Miach's products (current and future) into hospitals, ambulatory surgery centers (ASC's), integrated delivery networks (IDN's), group purchasing organizations (GPO's), regional pricing coalitions (RPC's), Federal Government groups, and other large customers, as required, while ensuring strong collaboration with the Miach Sales, Marketing, Clinical, and Finance teams. Additionally, this role is responsible for securing optimal coding, coverage, and payment for Miach's products (current and future) within government and commercial payors while supporting reimbursement training and education of customers and sales personnel. This role requires a highly motivated, dependable, and proactive individual who can prioritize multiple projects. This position is remote and requires dependable access to domestic airline travel as well as virtual meeting platforms.

Duties/Responsibilities:

- Assess the overall access/reimbursement situation with Miach currently and develop a near and long-term strategy and proposed tactical plan to achieve realistic goals.
- Establish and maintain relationships with hospitals, ASC, IDN, GPO, and medical society leadership/decision makers while positioning and delivering economic and value-related solutions in collaboration with internal sales and marketing leaders.
- Manage existing and future contract compliance with customers.
- Increase customer awareness via attendance and professional representation at trade shows, site visits, professional organizational meetings, etc.
- Work with Sales & Marketing leadership, Finance, Clinical Affairs as well as other strategic partners to develop and implement corporate strategies and programs/solutions to profitably sell Miach's products to key surgeons, nurses, and hospital administration up to the C-level.
- Drive development, alignment, and action plans to support Miach's strategies to optimize near and longer-term commercial success within the changing US healthcare system. This will include detailed analysis of market shifts, development of internal communications and business proposals and owning the execution of agreed plans.
- Negotiate with CMS and Commercial payors to ensure coverage and appropriate payment levels for Miach's products.
- Secure optimal coding, coverage and payment for Miach's current and future products across all sites of care. This will include working internally with product experts, marketing teams, field sales and other relevant personnel, as needed.
- Manage appropriate internal resources and external consultants to provide appropriate expert guidance, support and input for policy decisions, product hotline support and education programs.
- Provide training programs and support to field sales and marketing personnel to ensure both appropriate level of knowledge and expertise.

Requirements:

- Outstanding communication skills, both written and verbal
- Highly organized and detail-oriented, with excellent time management, prioritization, and emotional intelligence under pressure
- Ability to effectively multitask and switch between multiple projects at different stages.
- Strong discretion when evaluating and disseminating information.
- Demonstrated ability to work with multiple cross-functional teams.
- Agile and conscientious self-starter who thrives in a fast-paced environment.
- Proficient in Microsoft Office
- Ability to work at a computer for extended periods of time

- Ability to lift up to 25 pounds
- Work-related travel < 33%

Qualifications:

BA/BS Degree is required, with an MBA preferred. Minimum of 10 years successful, relevant US National Accounts, Commercial Access, and/or Reimbursement related experience. Demonstrated experience influencing and building relationships with IDN, GPO, CMS, and Private Payors. Demonstrated record of influence management across multiple decision makers externally and internally is required.

Interested candidates should submit a cover letter and resume to our Human Resources Department at hr@miachortho.com. Please include the job title of the position you are applying for in the subject line. Please note that agency phone calls or submissions will not be accepted at this time