



Position: Vice President, Global Market Access

Who we are:

Krystal Biotech (NASDAQ: KRYS) is a gene therapy company based in Pittsburgh, Pennsylvania. We are developing innovative and transformative gene therapy medicines to dramatically improve patient lives affected by debilitating skin diseases. We work to accomplish this goal through scientific innovation, operational excellence, and the belief that “nature operates in the shortest way possible” (Aristotle).

You can learn more about Krystal Biotech, Inc. at www.krystalbio.com

Our vision:

We strive to be the leader in the development of novel and proprietary “off-the-shelf” gene therapy products to fight some of the world’s most serious skin diseases.

Our mission:

To develop transformative, innovative, and science-based HSV gene therapy products and processes to dramatically improve people’s lives.

Job Description Summary:

Krystal Biotech, Inc. is seeking a highly motivated Vice President, Global Market Access to lead pre-launch and launch strategic planning and execution to optimize market access and reimbursement on a global scale. This individual will work in conjunction with the global and country cross functional teams, as well as other internal and external stakeholders, to ensure patients have access to Krystal’s gene therapy treatments. The priority and initial focus will be on B-VEC for treatment of patients with dystrophic epidermal bullosa (DEB), a rare and debilitating disease with no current treatment options, with other pipeline candidates following.

Specific responsibilities include but are not limited to:

- Development of a global strategic market access plan and associated tactics that ensures broad patient access to B-VEC and follow on pipeline candidates
- Pull together a strong value proposition for B-VEC and pipeline candidates. Identify gaps in the value story and work to fill gaps via data analysis and related projects.
- Support country teams through generation of collateral and resources, including global value dossier, AMCP dossier, CE and Budget Impact models, etc.
- Liaise with clinical development teams to provide input on critical market and reimbursement considerations and needs
- Possess a strong updated understanding of the reimbursement and public policy environment, and anticipate changes in future market states to ensure strategic alignment and maximization of life cycle value
- Lead activities to guide pricing strategy globally. Guide launch sequence based off reimbursement and pricing considerations.
- Collaborate with cross functional teams to develop and leverage external advocates to support payer coverage and reimbursement
- Identify access risks and proactively collaborate with teams to minimize potential barriers

- Construct training programs to educate internal and external partners on market access and pricing strategies
- Assist with public relations and governments affairs strategies to ensure they align with access requirements
- Create and maintain relationships with payers, decision makers, and patient advocacy groups

The ideal candidate is/has:

- 10+ years of experience in Pharmaceutical or Biotechnology. 7+ years in the Market Access/HEOR/Pricing function, preferably with experience in rare diseases.
- Experience with pre-launch products as well as existing marketed products
- Self-motivated, and highly energetic individual that will thrive in an entrepreneurial, fast paced environment and is results oriented.
- Bachelor's Degree in Marketing, Business, Economics or Healthcare related Field. Advanced Degree Preferred.
- Comfortable with 20-25% travel
- Excellent communication skills with the ability to work with a variety of internal and external stakeholders

All interested applicants are required to submit their CV/Resume and Cover Letter to jsuskin@krystalbio.com. Please note, applications submitted without resumes and cover letters will not be accepted.

Krystal Biotech, Inc. is an Equal Employment Opportunity and Affirmative Action Employer. Qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender perception or identity, national origin, age, marital status, protected veteran status, or disability status. Headhunters and recruitment agencies may not submit resumes/CVs through this website or directly to managers. Krystal Biotech, Inc. does not accept unsolicited headhunter and agency resumes. Krystal Biotech, Inc. will not pay fees to any third-party agency or company that does not have a signed agreement with Krystal Biotech, Inc.