



## **Director of Strategic Access & Reimbursement**

### **Description Summary**

As Director of Strategic Access & Reimbursement, you will play an important role in the overall success of the company. The goal is to expand coverage, coding and payment for the SAINT Neuromodulation System in the U.S. Responsibilities will include supporting Payer Contracting, Customer Prior Authorization and Denials Appeals. The right candidate will also facilitate optimized billing processes and operations that support our customers workflow and support long-term reimbursement. You'll be responsible for working closely with physicians and hospital staff to obtain release of complete, accurate, and compliant documentation for reimbursement for services provided in a timely and efficient manner ensuring accuracy. You will also ensure Medicare claims support long-term reimbursement success through the Chargemasters at each hospital, hospital billing and claims analysis. This role reports to the Vice President of Commercial.

### **Roles and Responsibilities**

- Develops and executes strategies to gain coverage and payment from Commercial Payers through single provider exceptions (Payer Pilots), coverage decisions, single patient exceptions.
- Monitor and analyze healthcare policies, regulations, and reimbursement frameworks that impact market access, pricing and reimbursement
- Provide strategic leadership and expertise on policy issues, market dynamics, and reimbursement criteria in order to optimize market access strategies and tactics
- Collaborate closely with internal stakeholders, including clinical, commercial, legal and medical to align market access strategies with overall business goals
- Partner with key internal stakeholders and external subject matter experts to develop value messaging, contracting and evidence generation plans to support market access goals and reimbursement requirements
- Analyze and report on market access trends, reimbursement levels and payer dynamics to inform decision making and strategic and tactical execution
- Engage with policymakers, industry associations, and advocacy groups to shape healthcare policies and reimbursement practices
- Provide regular updates to senior leadership on market access strategy performance, challenges, and opportunities

- Partner within Marketing, Legal, and Regulatory Affairs to drive coordinated marketing engagement and ensure the development of compliant and effective execution
- Manages department budget
- Evaluates, sets direction and manages outside vendor relationships and projects

### **Skills and Qualifications**

- 8 years' of functional experience in U.S. reimbursement with knowledge of the US Medicare, Commercial and Medicaid systems.
- Experience in payer coverage and payment negotiations and implementing CPT Category III codes
- Experience supporting customers with prior authorization, appeals negotiations and processing, billing/claims processing.
- Ability to identify, review and distill clinical literature to support value messaging
- Proven management/leadership skills
- Strategic thinking with a proven ability to derive creative solutions to market access problems
- Self-motivated, organized and flexible leader who is able to multitask while maintaining a high level of efficiency and attention to detail
- Good communicator with developed interpersonal and cross functional collaboration skills
- Strong analytical and problem solving skills
- Excellent written and communication skills with attention to detail; highly computer literate (Word, Excel PowerPoint, SharePoint), including

**Salary Range: \$150,000 - \$220,000 Annually**

### **Company Statement**

Magnus is a venture-funded medical devices startup based in the San Francisco Bay Area, led by industry veterans, and committed to development of novel neuromodulation technology for personalized treatment of psychiatric and neurological disorders. We are deeply committed to integrity, kindness, and communication, and these principles govern how we will build our team and operate the company.

Magnus is an equal opportunity employer. We value diversity and are committed to creating a positive, inclusive environment for all employees.

**Contact:** [jobs@magnusmed.com](mailto:jobs@magnusmed.com)