

(Sr.) Field Reimbursement Manager Great Lakes (Detroit, Cleveland, Chicago, Indianapolis), USA

Rayner is a leading developer and manufacturer of ophthalmic implants and pharmaceuticals; it specialises in intraocular lenses (IOLs) and related products used in cataract and refractive surgery. Since the development of the first IOL, Rayner has continuously pioneered IOL design with a goal to improve vision and restore sight worldwide. Today, Rayner's mission remains to deliver innovative and clinically superior ophthalmic solutions that respond to the expectations of our global customers to improve sight and quality of life for their patients.

Why work for Rayner?

Rayner is a unique place to work with its own special culture and people, who are all driven to provide the best visual outcomes for clinicians and patients. We are driven by science to improve performance and safety, and we commit ourselves to be a great partner and to be easy to do business with. Whilst our vision drives and guides what we do, it is our culture and the way we work as well as treat ourselves plus others that form the foundation of what we do. That's why at Rayner we strive to create a workplace where we live our values every day. We invite you to join us on our exciting journey!

Our Careers

Rayner is more than an IOL manufacturer. We have an entrepreneurial spirit that drives us to pursue our vision, supported by a dedicated team who share our beliefs – from research and development engineers to production, sales and support.

Being ambitious, focussed, open, respectful and keeping our promises enable us to take on challenges that other businesses simply won't entertain, and it's those qualities we value and nurture in the people we work with. Rayner is also proud to be an equal opportunities employer.

Rayner has a broad portfolio of products across the patient pathway, including monofocal and premium Intraocular Lenses (IOLs), a full range of Ophthalmic Viscosurgical Devices (OVDs), a family of Ocular Surface Disease (OSD) solutions and RayPRO, our recently launched patient outcomes digital platform.

We are looking for a (Sr.) Field Reimbursement Manager to join our organization. This is a regionally aligned, field-based position that provides reimbursement education and support for customers that utilize Omidria® (and other future products) from Rayner. You will act as the subject matter expert on access & reimbursement processes and providing support through (1) product-specific provider reimbursement support, (2) coordination of HUB reimbursement services, and (3) managing payer/coverage pull-through initiatives.

Your key responsibilities will be:

- Proactively educate prescriber office personnel so they may help patients gain access to our products. Educate on coding of OMIDRIA® (CPT, ICD9-ICD10, HCPCS) and how to pull-through using J-codes, including payer specific instructions on reimbursement/billing for new drugs/biologics described by (a payer) with a permanent J-code (to be separately paid), using PRC approved materials.
- Reactively address access and reimbursement issues and provide necessary education for them to secure appropriate reimbursement and access
- Provide PRC approved information related to product coverage, which may include payer specific requirements for claims processing, information regarding prior authorizations and the appeals process, as well as general information regarding disease state
- Interact with healthcare professionals, to understand access and reimbursement issues and work toward resolution. Maintain communication with all cross-functional partners throughout interactions and follow through to resolution.
- Interact regularly with National Account Managers, Regional Account Directors and Senior Sales Representatives (SSRs), to provide field intelligence and disseminate payer policy and positive advantages
- Coordinate with field sales regarding prioritization of accounts to ensure targeted, timely lists of key accounts. Ensure ongoing communication with field sales regarding account follow-up plans.
- Serve as a primary point of contact for Market Access team for distribution of information and payer issues
- Act as the HUB liaison to educate customers on appropriate available patient support programs. Explain financial assistance OmidriaAssure and other funding options available to patients for Rayner products. Help the practice understand how to enroll patients in appropriate programs. Advocate for OMIDRIA® HUB utilization for patient-specific access support needs.

Experience:

Essential

- Minimum 5-7 years of prior field-based reimbursement and access experience required
- Minimum 3 years of other related pharma/biotech experience strongly preferred (e.g., Market Access, Sales, Product Marketing)
- Prior experience launching specialty therapeutics in “buy and bill” environment
- Comprehensive understanding of both medical benefit and pharmacy benefit policies across payer types (Medicare, Medicaid, commercial, VA/DoD, etc.) and sites of care (HOPD, ASCs)
- Ability to lead without authority within cross-functional groups and in a matrix organization
- Exceptional professional communications and interpersonal/problem-solving skills necessary to interact with key decision makers (CFO and other c-suite level stakeholders)
- Demonstrated ability to identify key access barriers and design effective resolution plans
- Ensures compliance with all corporate and industry policies in collaboration with Legal, Regulatory and Compliance Qualifications
- Desire to innovate and work in a fast-paced, energetic environment
- Candidates must live near a major airport and be willing and able to travel approximately 70-75% of the time (average 3-4 days per week)

Please apply by sending an up-to-date CV & covering email to recruitment@rayner.com

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