

Payer Relations Manager

About the job

The Payer Relations Manager will be responsible for the identification, development, and management of strategic relationships with payers and organizations that influence payer decision-making. The position will work directly with the broader Neuros Medical team including the market access, commercial, patient access, and billing support teams within their respective regions and will be a resource for identification and resolution of payer-related issues. The goal of the position is to minimize patient access barriers to Neuros Medical products, to achieve favorable coverage and reimbursement policies with payers, and to support commercial adoption with potential and current customers.

Ideally, this individual will be located in the Central, Midwest, or Eastern United States.

Responsibilities:

Commercial Team Support:

- Partner with commercial team to educate customers on reimbursement, including coding for the procedure, coverage policies, and payment rates, and to address market access questions.
- Develop economic models demonstrating expected revenue from Neuros Medical procedures.
- Support commercialization strategy through collaboration with regional sales teams and execution of regional field sales plans

Payer Engagement:

- Serve as primary contact for assigned private payers and lead engagement strategies with private and public health plans.
- Collaborate with market access, patient access, and commercial teams to support coverage and reimbursement objectives.
- Develop and refine payer-facing advocacy materials and partner with KOLs to influence positive medical policy development.
- Lead payer advocacy campaigns to reduce access barriers and secure favorable coverage and payment terms.
- Maintain expertise in third-party reimbursement rules and regulations.

Other Responsibilities:

- Support the Market Access and commercial teams in developing and executing regional payer strategies.
- Lead payer advisory boards to assess health plan response to Neuros Medical product data.

- Build and maintain relationships with key payer and provider stakeholders within assigned territory.
- Execute regional reimbursement strategies in alignment with Market Access objectives.
- Travel up to 50% required.

Education and Experience:

- Minimum 5+ years of health care/managed care and reimbursement industry experience.
- BS required. MBA or advanced degree preferred.

Skills and Qualifications:

- Experience closing commercial payers for coverage decisions and negotiating contracted rates for the medical device or diagnostics industry (hospital contracting experience a plus).
- Understand the global payer and reimbursement environment, specifically as it relates to the neurostimulator market in the U.S. Must have a solid understanding of coverage, coding, payment, and reimbursement requirements and policies.
- Understanding of key private payer policy infrastructure, payment methodologies, coding and coverage trends.
- Experience developing physician advocates who will testify as to the clinical utility of Neuros Medical products.
- Demonstrated ability to work with multiple stakeholders in a collaborative and constructive manner.
- Experience working in the field and supporting reimbursement needs of commercial team members.
- Excellent written and verbal communication skills, especially with presentation development.
- Early-stage company experience preferred.

Neuros Medical offers competitive health and wealth benefits for our employees. A range of factors, including location, skills, and experience, will be considered.

About Neuros Medical, Inc.

There are over two million amputees in the U.S., with an estimated 185,000 new amputations occurring every year. Post-amputation pain includes both phantom limb pain and residual limb pain and impacts nearly one million Americans, representing a significant unmet medical need as existing treatment options are limited and consist primarily of opioids and gabapentinoids. Neuros Medical is a privately held company and the maker of the Altius® Direct Electrical Nerve Stimulation

System designed for the treatment of chronic post-amputation pain. Our mission is to reduce pain and restore life for people suffering with post-amputation pain. We are a passionate team guided by our core values and committed to our patients and the healthcare professionals who care for them.

Our Core Values:

Patients First. Team Before Self. Deliver Excellence. Accountable. Humility.