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| Position Title: | VP Global Market Access |
| Department: | Commercial |
| Hiring Manager: | Chief Commercial Officer |
| Date Opened: | November 2019 |

We are a team of experts from multiple disciplines who have come together driven to bring hope and life-changing therapies to patients and their families.

At Catabasis Pharmaceuticals (NASDAQ:CATB), our mission is to bring hope and life-changing therapies to patients and their families. We are excited about our lead program, edasalonexent an NF-kB inhibitor in development for the treatment of Duchenne muscular dystrophy (DMD). Edasalonexent is an investigational oral small molecule that is being developed as a potential foundational therapy for all patients affected by DMD, regardless of their underlying mutation. Edasalonexent inhibits NF-kB, which is a key link between loss of dystrophin and disease progression in DMD. NF-kB has a fundamental role in skeletal and cardiac muscle disease in DMD. We have recently completed enrollment of our global Phase 3 PolarisDMD trial to evaluate the efficacy and safety of edasalonexent for registration purposes. Edasalonexent is also being dosed in the open-label extension trial GalaxyDMD. In our MoveDMD Phase 2 trial and open-label extension, we observed that edasalonexent preserved muscle function and substantially slowed disease progression compared to rates of change in a control period, and significantly improved biomarkers of muscle health and inflammation. The FDA has granted orphan drug, fast track, and rare pediatric disease designations and the European Commission has granted orphan medicinal product designation to edasalonexent for the treatment of DMD.

Position Overview:

Catabasis is seeking a VP of Global Market Access, a strong commercial leader with US and Ex-US experience to lead our market access strategy. The VP of Global Market Access will lead the efforts to ensure optimal market access in markets in which Catabasis intends to commercialize edasalonexent and its future pipeline. This position will require a strong leader with diverse experience, proven functional capabilities within market access, superior cross-functional collaboration skills, exceptional commercial acumen and the ability to operate at a strategic as well as tactical level in a small, dynamic, patient-focused environment. Reporting to the Chief Commercial Officer, the VP of Global Market Access will serve as a key member of the extended Catabasis and commercial leadership teams.

Responsibilities:

- Develop the global market access strategy, including value story, global value dossier and integrated policy and communications approach to optimize patient access for edasalonexent and the company's future pipeline products
- Develop an evidence-based plan, informed by market research and advisory boards to identify core customer needs, with the goal of optimizing pricing and patient access and oversee implementation of pricing activities consistent with the strategy
- Advise commercial and executive leadership on key access policies and reimbursement practices to inform corporate objectives, quantify risks and opportunities and make recommendations for action
- Provide expert view on the Pricing and Reimbursement systems and evolving public policy environment and competitive access landscapes to inform corporate strategy and long-range planning

- Work cross-functionally (e.g. Medical Affairs, Brand Leadership, Patient Advocacy and Legal) to develop and execute integrated product access plans to ensure affordable, timely coverage
- Bring an understanding of the payer perspective to multiple teams (commercial and product) to ensure that payer requirements are adequately met throughout the evidence development and commercial strategy development processes in a timely and accurate fashion
- Build operations to support product launches, including account management, government pricing, and product distribution
- Map key payer customers and lead external engagement in coordination with internal stakeholders and share insights to inform product strategies
- Oversee training of cross-functional stakeholders to educate on key market access initiatives, messaging and materials
- Collaborate with Finance, Legal, and other functions to establish consistent business rules and policies focused on appropriate and compliant reporting and ensure all Market Access activities comply with regulatory agencies, public policies/guidelines, and with corporate policies and procedures

Qualifications:

- A minimum of 15 years of progressively responsible experience within managed markets, sales and marketing related functions
- 8 or more years of experience in both strategic and operational roles within market access and a minimum of 5 years in a leadership role.
- Experience successfully launching new products, achieving formulary access and market share objectives
- Global experience with a working knowledge of European HTA and reimbursement systems
- Demonstrated ability and success developing and executing strategy through expert understanding of market and industry, in particular, rare diseases.
- Extensive knowledge of reimbursement terminology, managed care and healthcare policy, including comprehensive understanding of standard managed contract language
- Demonstrated success building organizational capability, creating and leading high performing teams
- Adept at creating and communicating a clear vision among direct reports, effectively aligning resources and motivating teams to achieve goals
- Demonstrated analytical abilities and proficient planning and negotiating skills
- Problem solving orientation with strong strategic and analytical abilities, diplomacy, negotiation and excellent oral and written communication skills
- Strategic capability, able to assess a range of variables including market trends and opportunities, in order to recommend near term course refinement and input to long-term strategies.
- Ability to effectively collaborate cross-functionally with both internal and external partners
- Ability to work in a fast-moving, dynamic small-company environment