



Particulars

Born 06th June 1968
in Essen Westf., Germany
Married, two Children

Summary

Senior level manager with international experience in Market Access including Reimbursement, Hospital economic, Health economic and Advocacy projects, based on a profound medical academic education (general surgeon), academic economic education and hands-on Reimbursement expert training.

Employment Experience

01/2018 – 04/2019

Market Access Director – Reimbursement (Middle & Eastern Europe)
Intuitive Surgical Deutschland GmbH

- Responsible for the Market Access Strategy and related reimbursement activities in Germany, Austria, Switzerland, Czech Republic and Slovakia in alignment with corporate strategy.
- Member of the M&EE leadership team and the General Manager advisory board to support annual and long-range business planning.
- Develop and lead strategic Reimbursement and Market Access projects
Result (e.g.): Signed Direct Payor Contract [IV] for Robotic Assisted Radical Prostatectomy with multiple payers, including set up of a clinical registry.
- Lead and execute the regional strategy for HTA by IQWiG, LBI and ECPM in alignment with the Global Clinical and Market Access function.

07/2014 – 12/2017

Market Access Manager Germany
Intuitive Surgical Sàrl Aubonne (Switzerland)

- Develop and execute the German reimbursement strategy for robotic assisted surgery for achieving a specific reimbursement and a reimbursement uplift for key procedures.
- Responsible for Intuitive's MA projects in Germany in cooperation with global and regional functions of Marketing, Clinical, Governmental Affairs, Medical and Sales.
- Create value messages including creation of slide decks, reimbursement information and economic data for internal and external stakeholders.

- Develop and facilitate an internal Market Access education program.
- Support various clinical studies and activities with stakeholders to generate evidence.
- Create economic data collection and analysis to develop economic tools for customer interaction.
- Lead Stakeholdermanagement including successful political advocacy via BVMed, present at political party conventions and medical conferences, as well as face to face meetings with relevant federal and regional politicians and decision makers of the reimbursement bodies.

2014 –

Co-founder and co-owner of Healthcare Heads GbR (Market Access consultancy)

2009 – 2014

Manager Reimbursement Business Unit Spine & Biologics
Medtronic GmbH

- Coordinate all German reimbursement activities in alignment with the Business Units Heads and Head of Governmental Affairs to support sales strategy.
- Establish cooperation with KOLs and medical specialty societies to drive reimbursement initiatives.
Results (e.g.): Multiple positive Reimbursement results supporting cost effectiveness and differentiation from competition to drive therapy adoption and gain market share.
- Develop and implement business unit specific reimbursement and health economic education program.
- Creation of reimbursement content to support sales force, e.g. therapy specific reimbursement brochures, reimbursement slide decks and presentations.
- Support business unit strategy with reimbursement roadshows for customers and KOLs to outline reimbursement options for customers to ensure cost effectiveness of product usage and related therapies; especially for Medtronic's only pharmaceutical product (InductOs®).
- Design Clinical Indication Pathways which help hospitals to achieve quality indicators to ensure reimbursement and secure therapy access pathway for products.
- Lead projects to collect economic data, run ABC-cost analysis, to show cost effectiveness for core products including publication.
- Co-initiator of the German spine registry – founding member.

2005 – 2009

Medical Officer

InEK (Authority in charge of German-DRG-System)

- Support decision process of board-members during implementation of German-DRG-System.
- Review of submissions for the annual development process of the G-DRG-System including analysis of submitted medical and economic data, prepare input for the so-called structured dialogue which is part of the decision process.
- Prepare decision files for annual development of the G-DRG-System based on medical and economic analyses of the existing DRG case groups and level of differentiation in the G-DRG-System, additional funding scheme and new therapies (NUBs).
- Lead project of continuous development of InEK specific analysis software in cooperation with internal and external partners.

1996 – 2005

Various training positions in German and English hospitals as part of the specialist training as a general surgeon (Facharzt für Chirurgie) and emergency physician (Notarzt).

- General Surgeon in trauma and visceral surgery

(St. Josef hospital Adenau)

- Senior House Officer – Vascular Surgery

(Klinikum Kreis Herford)

- Senior House Officer – General Surgery

(Kreiskrankenhaus St. Franziskus Saarburg)

- Senior House Officer – Visceral and trauma surgery

(Mutterhaus der Borromäerinnen Trier)

- Senior House Officer – Accident and Emergency

(Basildon General Surgery, United Kingdom)

- Junior House Officer (AiP) – Visceral and Transplant Surgery

(Klinik für Chirurgie der Westfälischen Wilhelmsuniversität Münster)

Education

2012 – 2014

University of Applied Sciences Remagen

Part-time studies of Business Administration

Majors: Hospital Economics

1988 - 1996

Westfälische Wilhelmsuniversität Münster

Staatsexamen III Medizin

Special Skills (to be updated)

Language Skills

German: native speaker

English: negotiation level in speaking and very good writing

Computer Skills

Advanced user of Microsoft Office 365 including standard software Word, Excel, PowerPoint, Access
