

## Director DME Reimbursement & Market Access Job Description

### About Cala Health

Cala Health is a bioelectronic medicine company transforming the standard of care for chronic disease. The company's wearable neuromodulation therapies merge innovations in neuroscience and technology to deliver individualized peripheral nerve stimulation. The first indication for Cala Health's wearable therapy is essential tremor, a disease experienced by more than seven million people and characterized by severe hand tremors. New therapies are under development in neurology, cardiology and psychiatry. The company is headquartered in the San Francisco Bay Area and backed by leading investors in both healthcare and technology.

### Opportunity

Cala Health is seeking a **Director, DME Reimbursement & Market Access** to join our growing team.

This role contributes to the company's mission to better serve patients by seeking payment and reimbursement options for our digital therapeutic solutions. This position is crucial to assuring Cala's products are available to patients and the products demonstrate value to patients, health care providers and payers.

Ideally, this role will leverage the specialist's expertise in establishing new reimbursement paradigms, expanding utilization of medical technologies and securing premium pricing for innovative medical device business models.

### Responsibilities

- Facilitate the establishment of coverage policies and appropriate payment levels of payment with Medicare and other commercial payers for the Cala solutions in the US. Exposure to global markets a plus
- Collaborate with internal departments to provide insight into healthcare market dynamics and the complexity of the payment landscape
- Communicate evidence requirements and reimbursement landscape, to the business teams and colleagues

- Provide support and direction for the evidence generation including health economics models and solutions to meet current and future business needs
- Oversee the development of value propositions for multiple stakeholders leveraging as appropriate resources – e.g., Budget Impact Models, health economics models, publications, etc. Implement processes and tools that communicate the reimbursement, clinical and economic evidence to support adoption with decision-makers
- Collaborate with the clinical team on the development of external publications, as it relates to reimbursement strategy. Ensure appropriate exposure of information is communicated to internal and external
- Provide training and education programs on reimbursement best practices and health policy issues to internal personnel and may provide training and education to field and customer success teams
- With leadership, pursue sustainable strategic relationships with professional societies, medical associations, advocacy groups, thought leaders and trade groups to provide leadership and focus on areas of mutual interest such as physician reimbursement, treatment guidelines, coverage and payment for Cala solutions
- Explore alternative partnership opportunities with payers and integrated delivery networks

## Qualifications

- Bachelor's degree
- Advanced degree in health policy, law, public health, medicine, health economics or related field of study, preferred
- 8+ years reimbursement, health economics and policy experience, ideally in a commercial stage DME setting

## Key Requirements

- An in-depth strategic and technical understanding of the DME reimbursement environment to assist customers in navigating coverage and ensuring access to Cala solutions
- Excellent understanding of payer market, policy developments and implication for business
- Aid patients and Cala claims processing in the DME reimbursement process
- Provide in-service training to sales and marketing on the fundamentals of healthcare economics
- Assist in the development and execution of reimbursement strategies that proactively integrate and align with marketing and sales strategies

- Provide monthly report recounting significant activities, progress and follow-up needed
- Assess reimbursement environment (coverage, coding and payment) for any new products and services
- Assists with the relationship and application processes with key federal and state agencies. This would include but not be limited to: influencing public and private insurance coverage decisions and outcomes and assuring appropriate coding for reimbursement of all components of care.
- Experience working in a fast-paced, entrepreneurial environment
- Ability to be viewed as a trusted partner and resource by the businesses and functions
- Must be self-motivated and passionate, with exceptional communication skills to facilitate collaboration amongst multiple stakeholders, including external consultants

Cala Health offers a competitive compensation and benefits program as well as a progressive work environment. We are an equal opportunity employer.

### Interested?

If you or someone you know might be interested in this position, please submit a resume & an introductory email to [careers@calahealth.com](mailto:careers@calahealth.com). More information about Cala Health can be found at [www.CalaHealth.com](http://www.CalaHealth.com).