



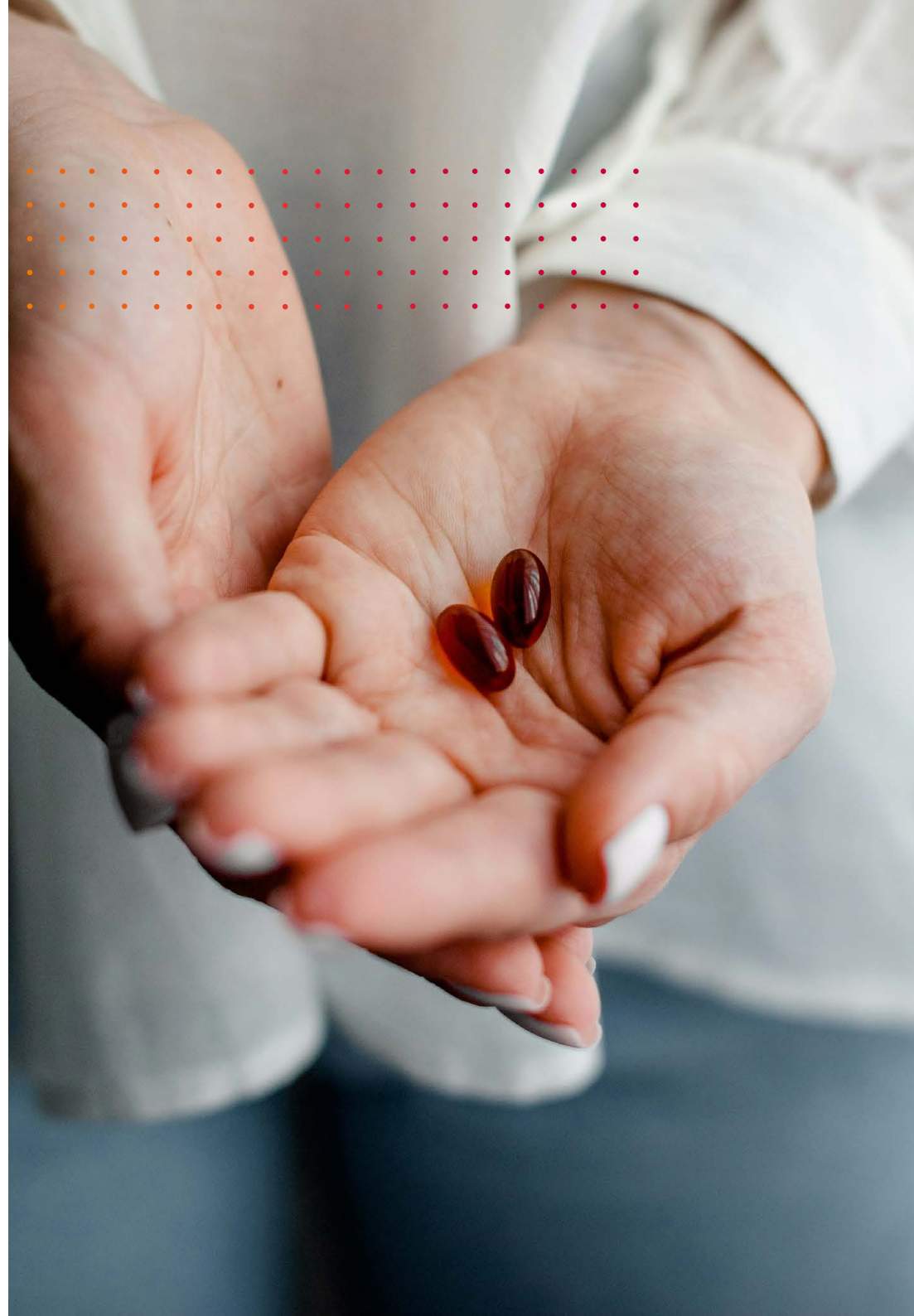
— **Secretary General** Affordable Medicines Europe



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Affordable Medicines Europe represents Europe's licensed parallel distribution industry, an integral part of the European pharmaceutical market that adds value to society by introducing price competition for patented medicines and a supplementary layer of product safety. We represent 120 companies in 23 EU/EEA Member States. These members account for approximately 80% of the total parallel import market volume in the EU/EEA.

Affordable Medicines Europe member companies are nearly all privately owned small- to medium-sized enterprises (SMEs). The industry has an annual turnover of around 6 billion Euros. Membership is exclusive to companies holding a wholesale (GDP) license (export and import). All importing members furthermore are GMP licensed.

Parallel distribution in pharmaceuticals creates competition in a business where patents provide the rights owner with a monopoly. This is good for the European economy, good for health care systems and good for patients.

Parallel distribution of medicines is an integral part of the medicines supply chain in the Single Market. It follows from the principles of free movement of goods and exhaustion of intellectual property rights within the Single Market. In small markets such as Estonia, the parallel trade sector can be an important way to ensure patient access to products that are not made available in the market by the manufacturer.

The objective of parallel trade is to offer Europeans original supply of medicines at a lower price. This creates sizable savings for public health insurance systems, pharmacies and, ultimately, patients. The savings stem from the price differences of manufacturers' prices for the same medicine between countries of the EEA. Pharmaceutical companies use price discrimination to get the maximum profit from every market in Europe. As a consequence, opportunities for parallel trade arise. There are two main classifications for savings coming from parallel trade: direct and indirect savings.



Direct Savings

The distribution of the savings depends on how the health system is configured in each country. In a number of cases, public health insurers retain the price difference between the manufacturer's price and the parallel import. This saving is ultimately passed to the patients, who must have to pay lower contributions, direct fees or taxes to sustain the health system. In other countries, like Sweden, the price difference is seized by pharmacies, and removing this source of profit would endanger their financial performance. There have been a number of studies on the savings from parallel trade that have evidenced the positive effects of parallel imports in reducing the national health budgets or increasing the profitability of European pharmacies. The most recent ones obtain savings of €202m, €60m, €31m, and €67m per year for Germany, Sweden, Denmark and Poland respectively.

Indirect Savings

The indirect savings are those that are derived from the competitive pressure exerted by parallel traders, that influences manufacturers' prices. In other words, the competition from parallel imported products in the market leads to reductions of the prices of the medicines commercialised by the manufacturers. Indirect savings can also stem from the potential competition from parallel imports, i.e., manufacturers would lower the price to prevent the entry of parallel traders into the market. Although these savings are very significant – in most cases, larger than the direct savings – they are harder to quantify. A compilation of a series of recent studies that have calculated savings from parallel imports in Poland, Germany, Sweden and Denmark, published by Affordable Medicines Europe, found indirect savings that amounted to €2,8bn in the four countries.





Affordable Medicines Europe (AME) is looking for a new Secretary General to manage the day-to-day running of the Secretariat based in Brussels. The Secretariat consists of five full time staff, which should increase to six in 2024.

The current Secretary General, Kasper Ernest is leaving Affordable Medicines Europe after the summer to become the new Director General of GGRP, representing full-service healthcare distributors in Europe.

Main tasks of the Secretary General:

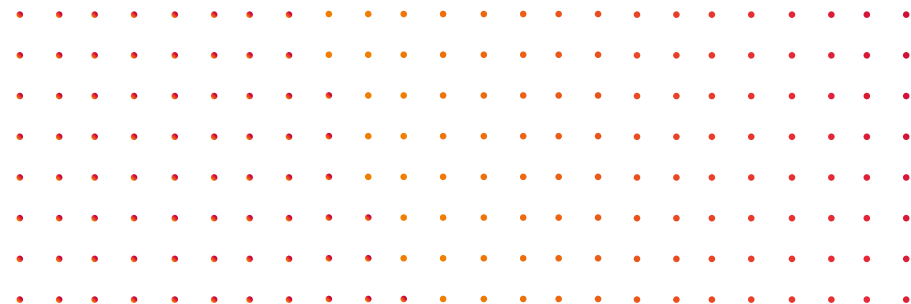
- Further strategic development of AME in the interests of its members.
- The overall management and day-to-day running of the association, including the secretariat and staff, answering to the Board;
- The responsibility to ensure that the association delivers state-of-the-art representation of its members' interest vis-à-vis policy-makers in Brussels and to some extent in Member States.
- Strategic oversight and management of EU and national level litigation funded or coordinated by the association;
- Secure the position of the association in relevant fora, such as institutional or stakeholder working groups (European Commission stakeholder groups, EMA groups, WHO Europe work, etc.)
- Developing and managing the budget of the association;
- Management of the membership, incl. overseeing that internal rules, guidelines, audit procedures etc. are adhered to;
- Development of policies, litigation cases, guidelines, etc. via the five standing working groups of the association (legal, advocacy, quality and regulatory, sustainability and technical);
- Build and maintain relations with relevant stakeholders, including healthcare payers, patient representatives, supply chain actors, institutions and media.

Main requirements for the successful candidate:

- Master's degree in relevant fields such as political science, European law, public affairs etc.
- Minimum ten years of professional experience in the Brussels policy sphere, including preferably expertise working in or with associations and people management;
- Proven track-record of influencing policy-decisions in Brussels;
- Excellent organisational skills and a structured approach to management of the association, people, and external relations;
- Ability to develop excellent strategies with regards to the association, European policy and communications;
- Good negotiation skills;
- Ability to communicate and write fluently in English is a must, while other languages are an asset;
- Sensitivity to work with people from different cultural and educational backgrounds;
- Excellent networking skills and an ability to foster trust with external partners;
- Entrepreneurial spirit in order to further develop and drive the association forward;
- Be independent, solution oriented and able to perform under pressure.

What we offer:

- A well-functioning and well-resourced association and secretariat with highly engaged members;
- The opportunity to lead an association dedicated to the right to bring safe and more affordable medicines to European patients and healthcare systems;
- Working with people from around Europe and beyond;
- A chance to take on a unique opportunity with plenty of room for personal development;
- A full-time contract with a competitive remuneration package, including a performance based bonus.
- Affordable Medicines Europe is an equal-opportunities employer.





If you wish to apply for this exciting position, please send your CV and a motivation letter to the Executive Search team at Dober Partners (contacts below), as soon as possible to qualify for interviews with the Selection Committee in summer 2024.

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