



Wadih Mina

Health Economics & Global Health Policy

Determined to contribute to a healthier world by leveraging my expertise in health systems analysis, my academic foundation in health economics, health policy, and pharmaceutical marketing, along with my genuine interest in people and my conscious effort to solicit the best version of the people around me.



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Lebanon



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EDUCATION

MSc - Global Health Policy

London School of Hygiene & Tropical Medicine

10/2021 - 2024

London, England (slow pace, part-time)

- Cultivates a profound understanding about the role politics and power in health related decisions, the importance of policy analysis and health diplomacy, and the roles of global institutions and the prominent global health issues.

MSc - Health Economics

University of Aberdeen

10/2019 - 10/2021

Aberdeen, Scotland

- Enables a deep understanding of the underlying dynamics and incentives influencing stakeholders' choices and decisions in the healthcare arena.

WORK EXPERIENCE

Health Economics & Market Access Lead - Middle East & North Africa Boston Scientific

08/2024 - 2024

MENA Region

- Establish the health economics and market access department
- Lead health system related engagements related to MedTech
- Deliver internal and external training related to health economics and market access
- Map and analyze health systems in the MENA region

Health Systems & Policy Lead Roche

06/2023 - 07/2024

Levant Region

- Leading the engagement of Roche in health system strengthening Projects in the Levant region and in other Low and Middle Income Countries.
- Leading the strategies related to market access, including pricing, value demonstration & negotiations for reimbursement.
- Representing Roche in trade unions, epistemic communities' efforts including conferences, panel discussions, national dialogues, and in official government interactions.
- Developed tailored tools of applied political analysis for health policy, necessary for the success of complex public health policy projects.
- Delivered successfully ambitious and complex health policy projects at the parliamentary and ministerial levels in low and middle income countries.

Co-Founder of "Health Policy Corner" Podcast on Health Policy

08/2023 - 2024

Arabic Speaking Countries

- Personal initiative, a collaboration project with the Knowledge to Policies department (K2P) at the American University of Beirut.
- First Arabic speaking podcast on Health Policy, breaking down complex topics into digestible information for people working in healthcare.
- Addressing all Arabic speaking countries and featuring senior health system leaders from around the world.

Market Access, Health Systems and Policy Partner Roche | Pharma International

06/2021 - 06/2023

Including EU, Middle East, and North Africa

- Co-led pre-global launch assessment for Alzheimer's therapy reimbursement across multiple countries.
- Analyzed and compared Health Technology Assessment (HTA) systems to identify value assessment challenges.
- Guided early evidence development to enable early and sustainable access to Alzheimer's therapies.
- Conducted systematic evaluations of the policy environment relevant to Alzheimer's disease (National Dementia Strategies, Aging Strategies ...).
- Identified key priorities and gaps in national health strategies, including dementia and elderly care policies.
- Proposed strategic Health Policy projects to address the identified gaps and leverage opportunities within health systems.

EDUCATION

MSc - Pharmaceutical Marketing Universite Saint Joseph

01/2013 - 01/2015

Beirut, Lebanon

- Enhanced my business acumen as a pharmacist, focusing on marketing strategies and business excellence essential for the pharmaceutical industry.

Diploma - Intellectual Property Rights & Public Health

Harvard Law School

08/2023 - 01/2024

- Focuses on the patent system, IP rights, and the crucial role of incentivizing research and development while ensuring that meaningful medical innovations reach patients in need, particularly in resource-limited settings.

Pharm D Universite Saint Joseph

03/2007 - 03/2012

Beirut, Lebanon

GET TO KNOW ME MORE

Health Policy Corner

Universal Health Coverage

Wadih Mina, K2P American
University of Beirut

Guest: Former Turkish
Minister of Health & Deputy
Prime Minister, his excellency
Pr. Recep Akdag.

2023

Link:

<https://www.youtube.com/watch?v=LBVMPsYkCdA>

LinkedIn Article

"Health Technology Assessment", should health systems in emerging markets aim for a big-bang change or rely on incrementalism? A realistic approach.

2021

<https://www.linkedin.com/pulse/health-technology-assessment-should-systems-emerging-markets-mina>

WORK EXPERIENCE

Market Access Manager Roche

07/2019 - 06/2021

Levant Region

- Led the development of market access strategies to secure reimbursement for Roche treatments, ensuring patient affordability and access without financial hardship.
- Led the preparation of cases for reimbursement negotiations, including conducting cost-effectiveness and budget impact analyses.
- Led reimbursement negotiations with payors across the Levant countries, successfully securing coverage for key therapies.
- Led the preparations for various tenders, leading strategic simulations and cross-team deliberations to inform bidding decisions.
- Ensured that no Roche treatment was not accessible to patients in the Levant region, enabling sales and better patients outcomes.

Market Access Specialist Janssen

09/2018 - 07/2019

Lebanon

- Developed the cases presenting the value and affordability of Janssen medicines from the perspective of Lebanese payors
- Led the negotiations with the Lebanese payors unlocking the access to Janssen medicines.
- Defended the prices of Janssen medicines by emphasizing the incremental benefit it brings to the patient.

Sales & Key Account Manager in Market Access Abbvie | Lebanon

01/2014 - 03/2018

- Started as sales product specialist on Humira.
- Overachieved sales targets and was awarded as best achiever in the Middle East for 2 consecutive years.
- Moved to Market Access after 2 years in sales, as Key Account Manager.
- Acted as First point of contact at the key accounts, managing supply and ensuring continuous availability.

OTHER RELEVANT INVOLVEMENT

President Elect of The Professional Society for Health Economics and Outcomes Research (ISPOR) Lebanon Chapter

The Professional Society for Health Economics and Outcomes Research

01/2023 - 2024

Lebanon

- Previous member of the board, elected as President elect, assuming the role of president starting the year 2025

University Part-time & Guest Lecturer Lebanese University & Lebanese American University

2018 - 2024

Lebanon

- Delivered courses related to Introduction to Health Economics, Economic Evaluations; Principles and Frameworks, Introduction to Health Policy Analysis Frameworks.

Contributed as a Speaker in Local, Regional, and International Forums and Conferences Organization

Speaker

Local, Regional, International Conferences of Relevance

- ISPOR Europe 2023 - Copenhagen: Innovative Funding & Financing of NCDs in LMICs.
- IMAS Europe 2023 - Budapest: Incentivizing R&D Vs Affordability and Access.
- ISPOR Europe 2022 - Vienna: Health Technology Assessment; a Pragmatic Approach.
- Algeria ISPOR Chapter 2023 - An Introduction to Value Based Healthcare.
- Jordan JFDA Annual Congress 2023 - Medical Tourism and Innovative Therapies.
- Planned Morocco Health Economics Society May 2024 - IP rights, Innovation, and Access.