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Job Description: Head of Healthcare Economics and Outcomes Research

Cala Health, Inc.

About Cala Health

Cala Health Inc., an award-winning bioelectronic medicine company headquartered in the San Francisco Bay area, is transforming the standard of care for chronic disease. The company's wearable neuromodulation therapies utilize electricity as medicine, merging innovations in neuroscience and technology to deliver individualized peripheral nerve stimulation, while its vertically integrated commercial model is transforming the delivery of prescription therapies. Cala Health's lead product, Cala Trio™, is the only non-invasive, wrist-worn prescription therapy currently available for essential tremor. Cala Health has new therapies under development in neurology, cardiology, and mental health, and is backed by leading investors in both healthcare and technology. For more information, visit CalaHealth.com.

Our DNA

We are here to empower people to experience greater control over their chronic conditions and more freedom in their daily lives. Our science-first approach and rapid yet rigorous clinical development means we seek excellence in everything we do for customers and our teammates. Inspired by our work, and the talented team members who work with us, we are united in our collective goal to bring about improved, lasting patient outcomes. Join us in building a better future!

The Opportunity

Cala Health is currently seeking an experienced Healthcare Economics and Outcomes Research (HEOR) leader. Our work environment is fast paced, with a collaborative atmosphere. Most of all, we are passionate about delivering innovations that improve the quality of healthcare and the patient experience. We are looking for like-minded individuals to join our team today!

The Head of Healthcare Economics and Outcomes Research (HEOR), reporting into the Chief Commercial Officer, is responsible for defining and building economic and clinical value evidence plan, programs, and tools to accelerate commercial success. Cala Health is committed to ensuring patients, providers and payers receive the greatest value from our evidence-based neuromodulation therapy. This position will be responsible for leading the commercial efforts to generate real world evidence and tools that will be used across providers and payers to quantify the value of Cala Trio and future products to establish NEW standards of care. This leader will also partner with key commercial functions in designing and implementing programs to optimize clinical and economic outcomes for patients receiving care with Cala Health therapies (e.g., Cala Trio) resulting in accelerated adoption and loyalty.

Desired Skills and Experience

- Establish commercial evidence generation needs, burden of disease and key value messages and tools that reinforce the clinical, economic, and humanistic value of Cala Health to accelerate patient access, provider adoption and payer coverage



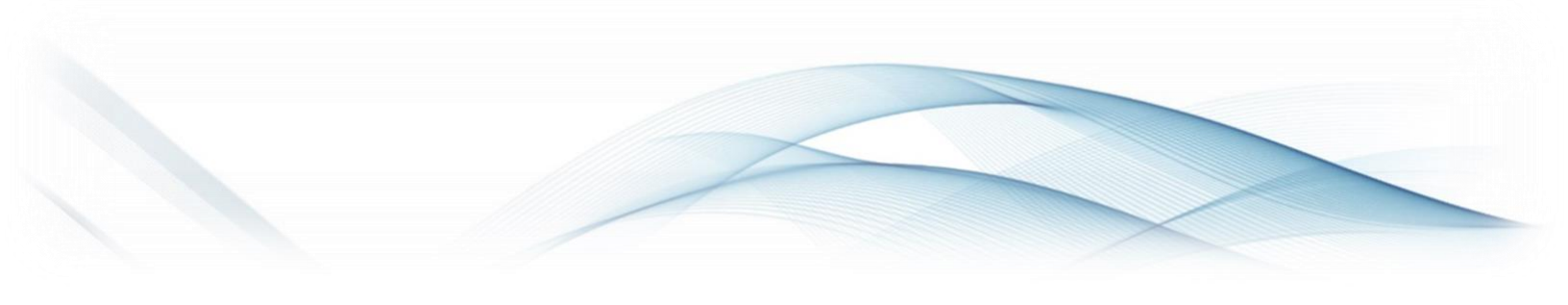
- Develop clinical and economic research (e.g., RWE) and tools to demonstrate the value of Cala Health's therapy to gain market access (Payer Coverage) and market adoption (Provider/Health Systems)
- Build value models (e.g., Healthcare Resource Utilization, Budget Impact, etc.) to be used in the field with Sales and Payer Relations as well as Marketing to generate market demand, increase account penetration and loyalty
- Collaborate across sales, payer relations and other commercial leaders to engage in payer and provider strategic planning and build tools, resources, and messages to advance the Cala Health value proposition
- Partner with Sales to incorporate HEOR programs and tools into their strategic account plans to help providers and health systems optimize management of patients with ET and other chronic diseases resulting in increased volume, prescribers, and prescription rates
- Establish internal KPIs to assess commercial impact of HEOR programs and tools at Cala and refine as necessary
- Build out necessary skills and team to scale the HEOR capabilities to drive commercial impact in the field
- Provide input on how to incorporate commercial evidence generation requirements into Cala Health's portfolio of innovations to accelerate commercialization efforts
- Align and partner with Chief Scientific Officer and Vice President of Product on a unified and aligned evidence generation plan that positions and differentiates Cala Health with payers, providers and KOLs within the neurology community
- Partner with key functions including Product Management, Medical Affairs and Clinical Operations to ensure efficient and effective evidence generation across the company

About you:

- Successful track record with leadership experience in building and leading HEOR organizations with ability to demonstrate strong teamwork and collaboration
- Ability to attract and retain highly talented leaders within the HEOR industry
- Experience building new programs and capabilities with clearly demonstrated impact to commercial business – accelerated adoption, revenue growth, account penetration, loyalty, etc.
- Track record of developing and executing strategies that establish disruptive healthcare technologies and services as new standards of care across providers and payers
- Advanced degree required in public health, healthcare administration, business administration with significant clinical and healthcare economic experience strongly preferred (US and OUS experience)
- Demonstrated ability to consistently adapt in a rapidly changing environment

What's in it for you:

The opportunity to directly enable patient access to a breakthrough technology that addresses a massive clinical unmet need for patients burdened with movement disorders. A unique chance to develop a new market, grow as a leader and be part of a highly collaborative team who shares a common patient centered passion. This is a full-time position with a competitive compensation package including equity, excellent benefits including medical, dental, and vision insurance (all of which start on your first day), paid holidays, and unlimited PTO.



Cala Health believes our success is based on diversity of people, teams and thinking. We offer all employees the tools, training and mentoring they need to succeed. Our selection process is driven by the key requirements for the role rather than bias or discrimination based on a candidate's sex, gender identity, age, marital status, veteran status, non-job-related disability/handicap or medical condition, family status, sexual orientation, religion, color, ethnicity, race, or any other legally protected classification.

If you or someone you know might be interested in this position, please submit a resume & an introductory email to careers@CalaHealth.com.

