

Position Description

Position title	Medical Science Liaison
Reports to	Medical Affairs Director
Function	Medical

Key Result Areas	Accountabilities
Key opinion leader and physician interactions	<ul style="list-style-type: none"> • Develop and shares medical information with brand aligned national/regional Key Opinion Leaders and Local Practice Leaders • Share high level educational scientific information and clinical guidelines, differentiating product attributes and outcomes studies • Identify and implement medical initiatives for development of new & existing products • Create and deliver presentations of new information on MPL products • Build and maintain advanced disease, product & therapy knowledge with other relevant key stakeholders • Identify and schedule meetings with Health Care professionals who might be interested in engaging in scientific discussions (unsolicited requests) • Provide field based medical information/education to physicians (preceptorship training) • Deliver presentations related to advances in disease knowledge, diagnostics and treatment, of competitor as well as own products after approval through Promotional Review process • Assist in the organization of Advisory Board activities, including Specialty Advisory Boards, national and regional Advisory Boards • Participate in and manage Local Scientific Advisory Boards: Ongoing studies/Future studies/Areas of research/Emerging trends/Therapeutic guidelines • Participate in relevant Advisory Boards • Actively gather and monitor Competitive Intelligence, in accordance with Company Policy
Market access and life cycle management	<ul style="list-style-type: none"> • Provide input into product and brand planning processes, ensuring medical and scientific credibility and optimal use of data for competitive product differentiation • Participate in the cross-functional assessment of data requirements to support the marketing of MPL promoted products, through literature searches, clinical trials, data-based surveys, and collection of real world evidence • Implement research to fill data requirements through engagement with Contract Research Organisations, or other Peak Bodies or research facilities • Provide support to the Marketing group through customer meetings, sales representative training, market research and product launches • Provides scientific support in clinical and pharmaco-economic outcomes to medical marketing team • Provide proactive communications including complex medical information / clinical outcomes data, and build peer to peer relationships with Hospital Pharmacy Directors, Hospital Administrators and other market access stakeholders • Provide scientific support for Hospital Listing Activities
Research and training	<ul style="list-style-type: none"> • Source investigator initiated studies and bring to the Medical Department • Collaborate in the coordination of information pre-events and summaries post-events • Attend and represent MPL at congresses & symposia, and report on the events • Represent the Medical Department at Medical Congresses and Conventions, manning medical education booths • Monitor and facilitate pre-Congress abstract submissions to the local Medical affairs Department, attends poster sessions and oral presentations (Promo Review process) • Assist in CME programs development and organization and participates in scientific committees



	<ul style="list-style-type: none"> • Provide information and interpretation of the literature to the Field Force • Provide clinical education and therapy training support to sales forces, in the field • Provide medical/scientific support to Sales Manager • Ensure MPL reputation and interests are secured and defended in all interactions with external parties • Represent, and act as an ambassador for, MPL, at all times demonstrating professionalism and alignment with the Company's Mission and Values
Medical compliance and QUM	<ul style="list-style-type: none"> • Ensure responses to customers are adapted based on their needs whilst complying with company and Medicine Australia's Code of Conduct • Ensure all activities comply with Medicines Australia guidelines, legal and ethical standards, and all other relevant MPL policies • Ensure all company policies and SOPs are adhered to • Ensure all adverse events are reported and all medical inquiries or customer complaints are followed up quickly and ensure that satisfactory solutions are obtained
People and Culture	<ul style="list-style-type: none"> • MPL values are clearly demonstrated • Build and maintain effective reciprocal working relationships with internal customers • Ensure effective collaboration with Medical, Sales & Marketing, Logistics and L&D to maximise product opportunities in line with medical marketing strategy • Demonstrate cross functional ways of working

Person Specification

Professional experience	<ul style="list-style-type: none"> • 3 years or more of demonstrated success and accomplishment in the pharmaceutical industry (Preferably in Medical Affairs) • Strong presentation and persuasion skills • Strong customer focus and customer engagement skills • Strong team player with cross functional attitude
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