

Job Description – Medical Liaison Cardiovascular

Daiichi Sankyo Nederland B.V.

Purpose of the function

The Medical Science Liaison (MSL) demonstrates mastery and innovation in the ability to develop on-going professional relationships with national and regional healthcare opinion leaders and healthcare professionals to provide medical and scientific support for Daiichi Sankyo initiatives in selected therapeutic areas. Within the agreed strategy, the MSL educates healthcare professionals, Daiichi Sankyo internal colleagues (e.g. Medical, Marketing, and Sales), and decision makers in healthcare systems regarding therapeutic areas and related products and services developed and commercialized by Daiichi Sankyo. The MSL identifies and establishes networks for most effective and efficient medical-scientific communication.

Roles and Responsibilities

Liaises with thought leaders and medical centres to enhance acceptance and advocacy of Daiichi Sankyo contributions to advancing medical practice (products, evidence and services) within the scientific community

- Based on pre-defined segmentation and profiling criteria, identifies and maps qualified thought leaders and scientific networks on an international, national and regional level
- Builds rapport and maintains peer to peer relationships with key influencers at major academic institutions, hospitals and scientific societies
- Support speakers and key influencers in preparing and delivering presentations and scientific contributions upon request, e.g. accompanies to international and national congresses and scientific events
- Ensures medical value messages on the products/areas of therapeutic interest are conveyed and advocacy for Daiichi Sankyo contributions to medical practice (products, studies and services) is developed
- Enhances company reputation in terms of medical and scientific expertise by engaging and discussing with thought leaders and key influencers on a high scientific level
- Reactively and balanced advise thought leaders and clinicians on questions relating to product use (within and outside of the approved label) to better serve patient needs and in compliance with applicable laws, rules and regulations

Develops and implements medical education programs across the scientific community

- Identifies topics of interest among the scientific community by capturing customer insights and needs and effectively engages with collaborative clinical groups to define medical programs and activities where appropriate
- Effectively collaborates with medical advisor to develop supporting content for medical education programs
- Is able to conduct scientific education programs in line with corporate requirements and ensure the validity of the scientific content
- Effectively communicates expert opinion on scientific, medical and regulatory information through Ad boards or seminars and develops strong scientific relationships by ensuring integrity and accuracy of data

Supports the development and implementation of clinical trials and registries as planned by the medical team at a local stage

- Brings local support to clinical studies and registries management by providing scientific consulting services to trial investigators

Provides scientific support to customer facing functions and conducts internal trainings to keep them updated on clinical data and scientific insights

- Effectively supports customer facing functions by providing medical expertise
- Conducts internal scientific trainings on a regular basis to make sure all field force roles are aware of new clinical data and scientific insights
- Supports market access client facing roles to open up regional and local level market access
- Provides customized scientific support (e.g. presentations, slide-kits, etc.) as requested in line with applicable laws, rules and regulations and product strategy

Continuously engages to improve Daiichi Sankyo capabilities building scientific knowledge and gathering competitive intelligence to enable effective decision-making, customer engagement and brand performance

- Acts proactively to understand competitor activities, strategies and programs and makes full use all company information systems and business tools to ensure competitive intelligence is disseminated broadly within the organisation
- Effectively leverages insights on competitor behaviour to anticipate future industry trends and opportunities/threats for Daiichi Sankyo products/brands
- Takes personal ownership for maintaining an expert understanding of all relevant clinical information for Daiichi Sankyo brands, competitors and therapeutic areas
- Supports the affiliate Medical Affairs department in development of Medical Affairs tactics of a therapeutic area or brand

Conducts all activities in accordance with the applicable laws, rules and regulations

- Respects the rules governing relationships with Health Care Providers
- Act in compliance with all local laws, rules and regulations
- Declares immediately any adverse event or quality complaint to the responsible person for pharmacovigilance or quality control in accordance with the applicable laws, rules and regulations

Qualifications

Degree: University degree in Medical Science
Experience: Professional experience in sales force, Medical Affairs Department or Clinical Development.
Language: Dutch mother tongue and Fluency in English, both oral and written communications
Others: Knowledge in clinical study management and conduct.
Willingness and ability to travel
Advanced communication and presentation skills
Analytical
Positive and proactive attitude
Flexible
Strong team spirit
Skilful with Office programs