

## Example Medical Science Liaison job description (large pharmaceutical company)

Medical Science Liaisons are expected to interface and provide value across a continuum of both Internal and External Stakeholders. This includes:

### Internal Stakeholders (R&D, Sales, and Marketing)

- Work with medical colleagues to identify External Experts, professional groups, decision makers and other key stakeholders in the assigned therapy area and or geography
- Gather medical voice of the customer and construct and implement effective Medical Affairs strategy and planning through participation in or escalation to internal North America Medical Affairs teams
- Provide documentation for all interactions with health care professionals (HCPs) according to applicable policies
- Provide scientific training for company sales representatives regarding company products and the conditions they treat utilizing approved Sales Training materials
- Attend and contribute (if required) to medical portion of regional account planning/training sessions
- Attend both national and regional scientific/medical meetings to gain medical voice of the customer on recent data being presented on products and disease states of interest to the company
- Support clinical development activities and programs including company and investigator sponsored studies as well as collaborating with R&D staff to improve site performance

### External Stakeholders (External Experts and other healthcare professionals within assigned geography/therapy area, investigators and potential investigators, professional societies, and formulary decision makers)

- Conduct balanced, peer-to-peer, scientific dialogue with external experts
- Gather medical voice of customer and secure advice that informs and assists company in the development of medicines of value, for the ultimate benefit of patients
- Conduct individual discussions and meetings with company-contracted clinical study investigators, steering committee members, advisory board members, consultants, etc, on topics related to the work being conducted with company (e.g. for clinical research investigators, the conduct or publication of clinical research sponsored by company)
- To respond verbally or by providing appropriate written materials to unsolicited requests for on- or off-label information or safety concerns that may have been asked of company sales staff or Medical and adhering to all policies and procedures regarding the provision of medical information
- Provide information in response to standing requests from external stakeholders (e.g. HCPs, formulary decision makers), when appropriate information becomes available
- Deliver scientific / pipeline presentations to formulary committees and HCPs per documented unsolicited request
- Provide general insight into company research interests and field inquiries regarding investigator sponsored scientific or clinical research projects and forward them to appropriate Medical Affairs staff for funding consideration
- Participate in company-sponsored Advisory Boards as requested and in accordance with the applicable policies
- Provide promotional presentations
- Deliver affirmative presentations to HCPs and formulary decision makers within the scope allowed by the MSL Practice Policy

### Basic Qualifications:

We are looking for professionals with these required skills to achieve our goals:

- Pharm D, PhD, MD, DNP or equivalent education
- 2 years clinical practice and/or pharmaceutical industry experience
- Possesses solid knowledge of pharmacology and pharmacotherapy in humans and has experience practically applying this knowledge in a clinical setting
- Excellent interpersonal skills in both one on one and group settings
- Above average computer literacy and willingness to utilize a variety of software applications
- Proven ability to work autonomously and independently with time management skills in order to effectively manage field-based responsibilities; Proven ability to work across a commercial and medical matrix team
- Strong communication skills; demonstrated ability to identify opportunities for medical engagement and develop a set of scientific engagement goals. Strong presentation skills

- Clear understanding of clinical research methodologies and a demonstrated ability to translate scientific, clinical and safety research studies in an effective credible manner. Able to independently evaluate the scientific literature regarding scientific research
- Experience operating in a highly dynamic, changing environment
- Ability to maintain a command of a large amount of scientific information across multiple products and show effective written/verbal communication skills
- Ability to develop and maintain strong trusted relationships, with key decision makers.
- Demonstrated customer-focus, problem solving abilities and strong conflict resolution skills
- Ability to travel 60-75%

**Preferred Qualifications:**

If you have the following characteristics, it would be a plus:

- Respiratory experience preferred
- Previous clinical experience in situations where direct/indirect decision-making authority for patient care was demonstrated