



**Position Title:** Medical Science Liaison, Managed Markets  
**Date:** January, 2012  
**Department:** Medical Affairs  
**General Summary:** Reports to: Associate Director, MSLs (dotted line to Director, MSLs and Professional Communications), responsible for Field Medical Interface and Communications (80%) and Segment Strategy (20%)

### **Principal Duties and Responsibilities**

- Identify, develop and maintain professional relationships with key medical, pharmacy, and health outcomes thought leaders for assigned accounts
- Provide timely, fair balanced, objective, scientific and economic information to health care customers, managed markets/healthcare/payer systems, and internal business partners, as needed
- Work with Medical Affairs staff to coordinate information responses that address the needs of customers
- Ensure that all activities are aligned with Chelsea Medical, National Account Team and Trade priorities
- Facilitate development, placement, execution and completion of appropriate clinical, health outcome and population-focused health management studies
- Identify quality improvement opportunities to maximize impact of internal and external interface opportunities
- Provide innovative input and support to Key Opinion Leaders (KOLs) and internal teams that result in creation of best-practice disease management, population health, and health economic models
- Provide input and support in development/implementation of advisory boards, symposia and conventions
- Develop and deliver business and clinical presentations that address specific account needs
- Maintain knowledge of neurogenic orthostatic hypotension and underlying disease states
- Identify and communicate unmet medical needs of external customers to internal Chelsea stakeholders for supporting product value and messaging and ensuring appropriate use of Chelsea products
- Identify, develop, implement and evaluate field program initiatives to meet managed market segment needs.
- Contribute to the development and implementation of strategies for effectively disseminating scientific and medical information to managed markets and trade customers
- Develop tactics and tools that support segment strategies
- Develop PowerPoint Slides for medical and scientific presentations to managed markets & trade customers (brand-specific and segment-specific medical presentations)
- Support speaker training/education, publication and medical communications activities of Medical Affairs.
- Represent Company at meetings of professional societies
- Identify and bring forward business opportunities that complement or enhance Company business objectives

### **Education and Work Experience**

All qualified applicants will have a PharmD, PhD or MD, and additionally, an MBA, MHA or MPH is preferred. Ideal candidates will have:

- Minimum five years of experience in pharmaceuticals with a focus on payer environment
- Neurology experience is preferred
- Strong scientific, pharmaceutical, health outcomes and pharmaco-economics knowledge with in-depth understanding of the US Healthcare System
- Demonstrated proficiency for managing strategic initiatives including health outcomes, disease management, consensus standards, evidence-based guidelines, quality of care and health care policy
- Strong communication and presentation skills (both verbal and written) with demonstrated experience in presenting scientific information and medical outcomes to large accounts, executives and P&T committees
- Excellent organizational, business planning and time management skills, leadership and ability to work independently and effectively manage multiple concurrent projects
- Demonstrated excellence in strategic planning and execution
- Ability to network and develop strong internal and external relationships, interacting effectively with cross functional medical and business teams
- Willingness and ability to travel a minimum of 70%