

Medical Science Liaison (MSL)

Position Summary

Theratechnologies' is a company with a Global Medical Affairs organization that is truly unique. Medical Affairs focuses in three therapeutic areas with specific patient types in order to improve quality and length of life. Our teams focus on the metabolic health of the HIV population including the long-term impact on cardiovascular and liver disease due to non-viral and viral causes. The HIV population has higher rates of comorbid conditions arising as the population ages. Additionally, our teams focus upon heavily-treated HIV and novel long-acting antiretrovirals treatments with significant research activities in both areas.

Theratechnologies is a rapidly growing biotechnology company with a set of pipeline opportunities in oncology via its SORT1™ gateway platform with Fast-Track designation in the US for all solid tumors expressing sortilin-1 to gain preferential payload entry into target cells and in liver disease specifically non-alcoholic steatohepatitis (NASH) with a therapy that works in a pleotropic manner different than all other compounds in development. Together, our current and future portfolios are for scientifically-intensive, motivated, and talented professionals interested in future opportunities.

Theratechnologies has the competitive total compensation and benefits, strong work/life balance, flexible working, training, and career development opportunities. Theratechnologies is an equal opportunities employer and welcomes applications from all suitably qualified persons.

About Theratechnologies

Theratechnologies is a global specialty biopharmaceutical company headquartered in Montreal, Canada with business units in the US, Canada, and Europe. Theratechnologies is focused on addressing unmet medical needs by bringing to market specialty therapies for people of greatest need. Theratechnologies has over 150 employees on two continents and growing.

Key Responsibilities

- Serves as a primary liaison for clinical and scientific information exchange between the company and Key Opinion Leaders (KOLs)
- Provides scientific and clinical support for Theratechnologies' product portfolio
- Maintains discussions relating to HIV and provide scientific and medical data on both licensed and unlicensed Theratechnologies products generally focused on HIV – with a potential to work in hepatology and/or oncology as the opportunities develop
- Engages with specified KOLs/external clinical and scientific experts, institutions, and organizations in their territory in appropriate high-level scientific support for research activities, publications, education, consulting, and other Medical Affairs initiatives
- Be the primary conduit for Medical Affairs communications and interactions for their assigned institutions and organizations
- Ensures effective communication across his/her team and cross-functionally in carrying out Medical Affairs tactics and as needed

- Acquires, maintains, and continually develops scientific knowledge related to approved products and pipeline agents, and the relevant competitive landscape
- Serves as a scientific expert at key medical and scientific conferences, advisory boards, clinical investigator meetings, internal meetings, and patient advocacy group meetings
- Reviews and critiques scientific publications
- Provides independent thought to and leads the development of medical affairs resources that further the strategic aims and mission of the company
- Drives scientific projects utilizing advanced scientific knowledge and strategic thinking to achieve client goals with some degree of autonomy
- Collects, analyzes, and communicates fair-balanced information concerning the HIV therapeutic area, treatment options and emerging standards of care
- Identifies strategic market opportunities for Theratechnologies using scientific field intelligence and communicates these imperatives to internal stakeholders
- Mentors colleagues on scientific strategies, therapeutic and disease state science – plays a role in professional development for others
- Responds to unsolicited medical information requests on Theratechnologies products
- Provides effective and tailored clinical presentations to internal and external audiences to meet specific audience needs
- Conducts local roundtables and education programs that aim to satisfy the specific needs of individual KOLs and institutions
- Provides scientific training to external parties (HCPs/companies) as required
- Demonstrates understanding and mastery of the specific Medical Affairs function within the organization
- Ensures the achievement of individual and team objectives and results consistent with medical strategy and corporate priorities
- Performs any other duties required by the management

Key Opinion Leader Partnership (KOL)

- Identifies national, regional and local Key Opinion Leaders (KOLs)/external clinical and scientific experts, health care providers and assigned institutions
- Maintains and develops synergistic peer-to-peer relationships with KOLs to expand research, advisory, and educational partnership opportunities
- Anticipates and provides educational and scientific support to KOLs as needed
- Identifies and facilitates national or international networking opportunities between KOLs and internal and external colleagues
- Supports the needs of KOLs in research in the academic setting as appropriate
- Explores novel educational opportunities with healthcare associations and ancillary healthcare professionals
- Coordinates interactions with academic societies, research groups, and other national organizations
- Liaises with HCPs to gather additional drug safety information as requested
- Develops country medical projects in collaboration with local KOLs

Internal Partnerships

- Sales
 - Participates in scientific and medical training of sales colleagues when needed
 - Responds to complex scientific inquiries from the field and delivers responses
 - Provides scientific training to internal parties as required
- Marketing
 - Provides scientific and medical support for internal and external meetings and projects as needed
 - Provides medical support and presentations to advocacy groups as needed
 - Ensures compliance adherence
- Market Access
 - Provides relevant clinical presentations to drug and therapeutic/pricing committee members, Medical Director, and other key decisions makers as appropriate
 - Participates in scientific and medical training of market access colleagues
- Medical Information
 - Provides field updates regarding topics of interest for creation and/or updating of standard response letters
- Clinical Development
 - Identifies and supports Phase II-IV clinical study sites as required

Qualifications Required

- Ability to work strategically and operationally in equal measures
- In-depth knowledge of the therapeutic area, including related disease states and co-morbid medical conditions
- Required areas of expertise include, but are not limited to:
 - knowledge of clinical research design and study analysis
 - regional standards of care
 - applicable treatment guidelines
- Understands and adheres to compliance guidance requirements for Medical Affairs professionals within the local, regional, national regulatory guidelines, as well as to corporate policies
- Previous experience as a Medical Science Liaison in the applicable or related therapeutic areas is essential
- Terminal degree in the form of a PharmD, PhD, or similar. In lieu of a terminal degree, significant medical affairs experience would be considered

Personal Qualities Specific to Position

- Entrepreneurial and innovative spirit and be able to cope with ambiguity
- Strong customer orientation; a passion for science-based brands that can dramatically improve patients' lives
- Ability to develop trust and maintain integrity with KOLs/external clinical and scientific experts, HCPs, institutions, organizations, and patient groups; as well as with peers, and others
- Person of high character; consistent and acting in line with a clear and visible set of values and beliefs; deals with talks straight; walks their talk; is direct and truthful, but at the same time can keep confidences

Personal Qualities for all Staff

- Ability to set goals and meet deadlines
- Ability to prioritize
- Ability to generate ideas and find solutions
- Ability to work both independently and in a team
- Team spirit and desire to help each other succeed
- Versatility and flexibility

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