


<i>Job Description</i>		
<i>Title</i> Medical Science Liaison (Field Position)		
<i>Department</i> Department: Clinical Development	<i>Reports to: Director, Field Services</i>	
	<i>Supervises: No</i>	
<i>Effective Date: June 11, 2016</i>	<i>Page: 1 of 4</i>	<i>FLSA: Exempt</i>

Position Overview


The Medical Science Liaison (MSL) will be responsible for scientific exchange with Key Opinion Leaders (KOLs), pharmaceutical development executives and the National Clinical Trials Network (NCTN) group leads, education of health care providers on Pierian products, disease states of interest, and facilitation of regional clinical research development, including tissue sample collection procedures and clinical support. The MSL functions as a regional medical and scientific resource who works to pair the changing needs of healthcare professionals with available company resources. The MSL works under the guidance of the Director of Field Services within the department of Clinical Development.

Essential Job Functions

1. Develop, maintain, and manage collaborations with Key Pharma/Biotech industry scientific leaders, NCTN, and regional and national KOLs, HCPS, and other healthcare professionals in therapeutic areas of interest to Pierian:
 - Identify and build collaborations with pharma, NCTN and KOLs for medical education and potential clinical research opportunities;
 - Provide support for academic, pharmaceutical and government researchers and healthcare providers interested in conducting research with Pierian assays/products;
 - Create awareness of Pierian product attributes, potential therapeutic benefits, and appropriate uses;
 - Assist in the development of strategic KOL plans to provide needs-based, value-added services;
 - Provide relevant medical and scientific information and literature, within corporate guidelines, for healthcare provider education;
 - Provide field-based medical and scientific support to answer unsolicited questions about Pierian assays/products and related therapeutic areas.
2. Serve as a local medical and scientific resource for the medical community in therapeutic areas of interest to Pierian:
 - Develop and demonstrate a thorough working knowledge of Pierian, its assays/products, specimen collection specifications and procedures, current medical and scientific research and publications in therapeutic areas of interest to Pierian;
 - Provide relevant medical and scientific support for healthcare providers, third-party payers, and other managed care audiences;§
 - Provide medical and scientific support for medical education initiatives (e.g., bio specimen collection and transport, speaker training, etc.);
 - Deliver high quality educational presentations in a variety of settings (e.g., academic and community centers, industry meetings, formulary committees, medical meetings, and allied healthcare professionals' meetings) and obtain feedback that can be disseminated throughout the organization;

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- Professionally represent Pierian at select medical meetings and programs; and
 - Use appropriate, ethical judgment, following regulatory and compliance guidance in the distribution of all information, whether written or verbal.
3. Serve as a local medical and scientific resource for internal stakeholders -
 - Provide medical and scientific training support to internal colleagues upon request;
 - Develop training modules and slides as requested;
 - Participate in internal therapeutic/product advisory groups and project teams;
 - Provide local medical support for certain internal strategic initiatives, such as consultant and advisory meetings;
 - Gather and disseminate competitive intelligence from multiple sources; and
 - Complete accurate and timely administrative reports, projects, and other required documentation.
 4. Serve as liaison between clinical investigators and internal stakeholders in support of research:
 - Participate, at the site level in company sponsored study initiatives in support of viable specimen collection and to meet enrollment timelines
 - Be responsible for first-line review of investigator-sponsored and NCTN studies originating from territory, and, in collaboration with MSL Field Services Director, facilitate the submission, review and approval processes for investigator-sponsored studies;
 - Act as liaison between external clinical investigators and Pierian internal colleagues to assure timely follow-up of all communications, from proposal to publication, where appropriate, and
 - Provide support for corporate sponsored studies.
 5. Gain experience and expertise in the following areas:
 - MSL Core Activities
 - Scientific: Knowledge of Pierian assays/products, knowledge of literature review functions, and Pierian scientific strategy and systems
 - Clinical Research: Serve as a resource for scientific and safety review of research submissions, educate investigators and staff on specimen handling techniques, develop solutions to meet enrollment timelines, and provide reports, feedback, and recommendations to MSL managers/directors
 - Business Need: Ensure that the MSLs' business, managed care and technology activities are aligned with Pierian activities
 - Provide expanded scientific support through the development of strong internal relationships with Pierian corporate colleagues -
 - Engage in scientific interchange within the medical, scientific and clinical

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and laboratory organizations and teams


- Coordinate cross-alignment activities and teams
 - Facilitate clinical research activities, i.e., recommendations of research sites, concept reviews as requested, completion of concept/protocol follow-up activities, and other activities as assigned
6. Develop a thorough knowledge of Pierian policies and procedures relating to the MSL function and demonstrate the integration of that knowledge in performing the MSL role.

Education/Experience Requirements


- Advanced scientific degree (Doctorate or Masters Level) or equivalent required
- Clinical experience within oncology with device or other relevant therapeutic area experience preferred;
- An established track record of effective and influential oral presentations and discussion to healthcare professionals within oncology
- Willingness and ability to travel 60-80 % of the time with some overnight and weekend travel required.

Knowledge, Skills, and Abilities (KSAs)

- Must demonstrate an understanding of MSL roles and responsibilities
- Must demonstrate an understanding of pharmaceutical industry practices, as well as standard medical practices in therapeutic area(s) of concentration and broad therapeutic competency including laboratory and specimen collection procedures (e.g., keeps current with new information and trends in the field);
- Must have the ability to cultivate and maintain relationships with national, regional, and local KOLs to establish trust through the consistent demonstration of scientific expertise and satisfactory follow-through to requests from thought-leaders;
- Must demonstrate the ability to comprehend and communicate research results across a diverse audience;
- Must demonstrate professional communications (written, verbal, presentation, and listening) to cultivate and nurture strong working relationships with internal and external colleagues;
- Must have a comprehension of Pierian assays/products as well as medical, marketing, legal, and regulatory issues and compliance;
- Must have an understanding of the clinical trial and investigator-sponsored study processes;
- Must have demonstrated ability to work effectively on multi-disciplinary teams in order to achieve desired outcomes;
- Must have the skills to plan, prioritize, and execute multiple responsibilities in a timely manner;
- Must have the ability to work independently, within a home office while efficiently managing time and priorities;
- Must conduct oneself in a highly professional and ethical manner;
- Must deal with ambiguity and thrive in an ever-changing environment.

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NOTE: This job description is not intended to be all-inclusive. Employee may perform other related duties as negotiated to meet the ongoing needs of the organization. Pierian is an Equal Opportunity Employer with a strong commitment to the achievement of excellence and diversity.

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PHYSICAL REQUIREMENTS CHECK-OFF FORM

Check off only the physical abilities that can be directly related to the essential functions of the job. (**Caution:** Make sure you are not setting stricter requirements than for similar workers already employed.)

Job Title:				
Physical Activity Required	Amount of time			
	None	Less than 1/3 (Occasionally)	1/3 to 2/3 (Frequently)	More than 2/3 (Regularly)
Standing			x	
Walking			x	
Sitting			x	
Fingering or manual dexterity				x
Repetitive finger motion				x
Lifting or exerting force				
Up to 10 pounds			x	
Up to 25 pounds		x		
Up to 50 pounds	x			
Up to 100 pounds	x			
Over 100 pounds	x			
Reaching or stretching			x	
Climbing or balancing		x		
Crouching or stooping		x		
Speaking				x
Hearing				x
Seeing (with correction)				x

Completed by: *Yvette Payne*

Date: *11 June 2016*

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