Managed Care Liaison - Southeast Region (MD, Washington DC, DE, WV, VA)

Job ID: 201902-105924

Job Function
Medical Science Liaison

Schedule
Full time

Location
Maryland, United States of America

Job type
Regular

Company/Division
Pharmaceuticals

Job Level
Individual contributor

The Position

Job Title: Managed Care Medical Science Liaison

Function: US Medical Affairs

Location: Field Southeast Region: Maryland, Washington DC, Delaware, West Virginia, Virginia

Purpose:

The Managed Care (MC) MSL is responsible for providing external and internal customers with clinical, scientific, and health economic information related to the appropriate utilization of products in the Genentech portfolio and with more general information about the relevant therapeutic area and disease state. This field-based position will proactively build healthcare provider, population health decision maker, and patient support, by using an approach that is aligned with the Squad objectives and of the overarching objectives of Genentech. Expertise tailored to specific customers will be expected. The MC MSL will need to be a credible and valued representative of Genentech in a variety of interactions with key stakeholders across their regions and accounts. In addition to these existing MC MSL responsibilities, MC MSLs will have a broader understanding of multiple therapy areas based on the squads they are mapped to, as well as be able to engage in broad scientific exchange (e.g., cost of care and reimbursement education).

Key Responsibilities/Accountabilities:

• Representing the assigned molecules/products, franchise(s) and overall therapeutic area(s) to the highest ethical and professional standards and in accordance with guidelines and
direction across all customers

• Build, cultivate, and share relationships with external scientific, medical, and managed care customers and organizations depending on role in their geographies to ensure strong understanding of evolving healthcare trends across the relevant squad landscape

• Demonstrate proficiency in topics beyond scientific exchange such as value / cost of care discussions, hospitalizations, risk of progression, drug pricing pressures, reimbursement education, and AE management; actively attend and participate in upskilling training programs

• Engage in continuous learning within the therapeutic area they represent, or across all the portfolio (depending on role), which includes utilizing appropriate resources to stay current with the scientific literature (e.g., conducting regular literature searches and library research), participating in various internal and external clinical and scientific education programs, meetings, presentations and other forums that provide in-depth clinical and operational expertise and insights regarding the assigned molecules, products and overall therapeutic area(s), as well as business related topics relevant to the therapeutic area

• Be fluent in the value-based scientific information associated with Genentech products from the perspective of payers or others making population-based care decisions

• Responding to on and off-label questions with integrity, compliance, and adherence to legal, regulatory, and Genentech guidelines, policies & procedures

• Build and cultivate important working relationships across field partners to ensure an enterprise approach when working with customers. Partner on Genentech account planning activities as appropriate, delivering the medical perspective for designated accounts Identify and bring insights back in house to Genentech stakeholders through efficient and effective use of CRM system

• Assisting with Phase II - III - IV clinical trials, health economic outcomes research, other clinical studies and investigation; providing clinical expertise and feedback regarding operational management that effectively and efficiently guides clinical trials, other studies, and investigations

• Providing clinical and value-based expertise in the development, management, and maintenance of clinical and scientific communications, including research, publications, and educational materials, meeting/event presentations and information, etc.

• Conduction presentation and meetings with healthcare professionals and population health decision makers on disease state, clinical, scientific, and value-based information

• Providing clinical and value-based input into Genentech communications and materials, as well as participate in/or assisting internal training & development activities

• When assigned, identifying and completing special projects

• Ensuring assigned goals and objectives are met and that assigned projects and other work are completed on time, with high quality, and within budget

• Provide field support to generate applied science research demonstrating the value of Genentech products in real-world clinical use

Additional Key Responsibilities/Accountabilities for Managed Care MSLs (MC MSLs):

• Cultivate relationships with key access decision-makers and other influencers in managed
care organizations, government programs, employers, hospital systems, and product distribution companies to enhance access to and optimize formulary positioning for Genentech products

- Provide account relationship support to managed care account teams by identifying and developing relationships with key decision-makers in managed care organizations and other institutions that purchase, influence or manage the use of Genentech products

- Participate in other segment initiatives (employers, pharmacy benefits management organizations, etc.) to provide medical expertise internally and externally to support optimized access and formulary access

Example Responsibilities in the MC MSL position, you will:

- Focus majority of time in field with customers

- Support your player / coach Field Leads, medical directors, and peers in gathering information, analyses, research and reporting to support national, regional, and local tactical planning

Requirements:

Candidates for this position should hold the following qualifications, have the following experience, and be able to demonstrate the following knowledge, skills and abilities to be considered as a suitable applicant. Please note that except where specified as “preferred,” or as a “plus,” all points listed below are considered minimum requirements. Years of experience listed below can be substituted with equivalent, relevant competency levels

Qualification:

- Advanced Clinical/Science Degree is preferred (e.g., PharmD, PhD, MD)

Knowledge:

- GCP (Good Clinical Practice) and ICH (International Conference on Harmonization of Technical Requirements for Registration of Pharmaceuticals for Human Use) proficient

- In-depth knowledge of Phase IV/post-marketing drug development is preferred

- Relevant therapeutic area knowledge, dependent on customer base

- Comprehensive understanding of product and safety profiles

- In-depth knowledge/understanding of managed care, health economics, healthcare reimbursement, managed care customers and the distribution channels relevant to pharmaceutical/biotechnology organizations

- Familiarity with the current legal and regulatory landscape pertinent to the pharmaceutical/biotechnology industry

Required Experience:

- Minimum of 5 years related work experience (managed care, or industry experience)

- Prior experience as a field managed care medical science liaison is preferred

- 2 or more years’ clinical or health economic research experience (either in industry or in
another, related setting) is preferred

• 3 years' experience in managed care setting is preferred

Skills:

• Ability to learn other disease or product areas as business needs and product life cycles change

• Outstanding organizational and time management skills; proven abilities to manage multiple, often complex and sometimes competing, objectives, goals and other priorities to effective and efficient conclusion

• Proven track record of meeting or exceeding objectives and goals

• Strong attention-to-detail

• Learning mindset, open to training and becoming an expert across customer types or multiple therapeutic areas

• Outstanding business acumen; knows the industry, Genentech's business model and value proposition, key competitors and other marketplace factors/dynamics

• Excellent communication and presentation skills; exhibits professional maturity, confidence, and competence. Strong conflict resolution skills; proven ability to effectively and quickly achieve conflict resolution with affected parties.

• Knows how to summarize and communicate complex information and business objectives in a concise and effective way for important decisions

• Embraces change, embodies a continuous improvement mindset, and exemplifies agile principles in day-to-day activities

• In addition to passing Genentech’s background screening, the employee must submit to and pass additional background screening as required by some institutions and health facility sales accounts (additional screening requests may include but are not limited to background checks, immunization, TB, HIV, hepatitis, and drug screening)

• Business travel, by air or car, is required for regular internal and external business meetings (up to 70% of time)

• This position is remotely based. This position requires significant use of either a company provided or personal vehicle to perform the essential duties and responsibilities of the role. As a result, Genentech, Inc. (Company) from time to time will check your motor vehicle record for purposes of determining your eligibility for driving a Company vehicle or driving any vehicle on Company business

Who We Are

A member of the Roche Group, Genentech has been at the forefront of the biotechnology industry for more than 40 years, using human genetic information to develop novel medicines for serious and life-threatening diseases. Genentech has multiple therapies on the market for cancer & other serious illnesses. Please take this opportunity to learn about Genentech where we believe that our employees are our most important asset & are
dedicated to remaining a great place to work.

Genentech is an equal opportunity employer & prohibits unlawful discrimination based on race, color, religion, gender, sexual orientation, gender identity/expression, national origin/ancestry, age, disability, marital & veteran status. For more information about equal employment opportunity, visit our [Genentech Careers page](https://www.gene.com/careers).