Medical Science Liaison/Sr - NS Specialty (Upstate NY/VT)

Job ID: 201903-107439

**Job Function**
Medical Science Liaison

**Location**
New York
United States of America

**Company/Division**
Pharmaceuticals

**Schedule**
Full time

**Job type**
Regular

**Job Level**
Individual contributor

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**The Position**

The territory for this position will expand across Upstate New York, and Vermont.

**Job Summary**

The Medical Science Liaison (MSL) and 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 MSL/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 MSL/MC MSL responsibilities, MSLs will have a broader understanding of multiple therapy areas based on the squads they support, as well as be able to engage in broad range of scientific exchange in Rare Disease.

**Key Responsibilities/Accountabilities:**

- **Build, cultivate, and share relationships with external scientific, medical, and managed care customers and advocacy organization representatives in their geographies to ensure strong understanding of evolving healthcare trends across the relevant landscape and customer needs**
- **Demonstrate proficiency in topics beyond scientific exchange such as value / cost of care discussions, hospitalizations, risk of progression, drug pricing pressures, reimbursement education, patient treatment journey and AE management; actively attend and participate in upskilling training programs that grow MSL competency in role and for the future**
- **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 influencers 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 MSL/MC MSL position, you will:**

- Focus majority of time in field with customers, including patients, advocacy groups and other stakeholders who are a part of the Neuro-Rare Disease patient treatment teams
• 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., MD, PharmD, PhD, MSN, MPH, etc.)

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, rare disease and break-through, fast-track familiarity a plus
• Understand Rare Disease regulatory and treatment pathways, patient access, advocacy and associated regional and socioeconomic differences in the United States that lead to the creation of unmet need in these small yet important patient populations
• 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 (clinical, managed care, or industry experience)
• Prior experience as a field 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
• 2 years’ experience in therapy area is preferred

Skills:

• Ability, effectiveness and high degree of comfort and confidence in engaging with patients, patient advocacy groups, support and care-giver population
• 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.
• Ability to summarize and communicate complex information and business objectives in a concise and effective way for important decisions and tailor communication to the right audience for maximum effectiveness and understanding
• Embraces change, embodies a continuous improvement mindset, and exemplifies agile principles in day-to-day activities
• Ability to learn other disease or product areas as business needs and product life
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

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)

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

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

Responsibilities primarily technical/ tactical

Works under direct supervision

Applies limited discretion within defined parameters

Handles routine to complex assignments

Responsibilities primarily goal / objective oriented

Works under limited supervision

Applies discretion to independently address issues/resolve problems

May lead cross-functional teams

May manage limited staff (typically, 1–2 employees) less than 50% of time spent managing; supervision is not primary role

May have primary responsibility for assigned business / client group

Responsibilities primarily supervisory (typically, manages 3 or more employees); at least 50% of time spent managing, including selection, performance review, coaching and development

Supervised work is mostly transactional in nature

Directs subordinates to achieve established objectives/goals

May manage two or more sections or departments through subordinate managers

Responsibilities primarily people management (typically manages 3 or more employees); at least 50% of time spent managing / leading staff, including selection, performance review, coaching and development

Directs and is accountable for the success of a major function or multiple functional areas

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](#).