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Medical Science Liaison

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Company: Lilly Location: Istanbul Category: other-general

We're looking for people who are determined to make life better for people around the world.

Purpose

Medical Science Liaisons (MSL) are field based medical professionals with deep content knowledge about specific disease states, Lilly and competitor compounds along with having knowledge on current issues in the therapeutic areas they represent. MSLs recognize and communicate feedback and insights of strategic importance from their interactions with Scientific Experts, to better inform Lilly's strategic direction for research and commercialization. By facilitating scientific exchange between industry and the scientific community, MSLs have the opportunity to shape the future of healthcare by providing needed information that addresses important clinical and scientific questions

Educational Qualifications

Core

PharmD, BPharm, MD, or PhD in a medically related field

Or

Masters or bachelors level degree in health sciences (e.g., BSN, RPh, PA, NP) with min of 1 or more years clinical, research or industry (medical/scientific role) experience preferably in Neurology

Desirable Master's degree in health sciences Preference will be given to candidates with MD or PhD

Knowledge and Experience

Core

Minimum 1 year experience in pharma field or Medical Education field

Proven experience to work as an individual and team contributor

Proven experience to engage medical professionals

Desirable

Previous scientific experience in neurology

Previous experience as a medical science liaison

Experience with academic communities, medical research, and medical education process

Main Accountability/responsibility:

Maintain and effectively communicate deep scientific knowledge:

Engage and ensure continuous learning to maintain the highest level of technical expertise within their respective therapeutic area. This will enable the MSL.

Be equipped to answer deep scientific questions and be sought after by their customers based on peer-credible knowledge and expertise.

To establish oneself as a reliable, trusted, resource of unbiased, accurate, up-to-date, medical and scientific knowledge requested and desired by customers.

Excellence at customer engagement and support medical/scientific information needs of scientific experts:

Ensure customer facing engagement through mutually beneficial 2-way dialogues with scientific experts

Act as the primary interface between Lilly medical and scientific experts to deliver the best in class customer experience through application of effective emotional intelligence and deep understanding of customer needs

Connect scientific experts with Lilly resources or internal business partners as appropriate and identify possible collaborative research or external collaborations

Strategic vision and leadership:

Synthesize complex data and effectively communicate meaningful clinical insights and unanswered customer questions received from Scientific Experts to Lilly medical and cross - functional teams (CFT).

Use reactive problem-solving skills and utilize internal resources effectively to execute upon solutions.

Use a principle-based decision-making approach to make decisions independently or escalate them appropriately.

Cultivate internal networks and collaborate effectively across functions with an active contribution to medical planning and strategy in the affiliate.

Territory ownership:

Demonstrate strategic analysis, planning, and prioritization to maximize efficiency.

Implement and evaluate a strategic territory plan prioritizing core activity and take personal accountability for results.

Execute the role in a compliant manner, adhering to all governing internal and external requirements, procedures, and laws, demonstrating good judgement at all times.

Professional Development:

Keep up to date on trainings for professional development.

Ensure Performance Management objectives are completed in line with company process.

Understanding of all company policies and procedures.

Skills:

Intellectual curiosity about the field of science/medicine for which they are responsible

High learning agility to comprehend and effectively communicate large amounts of complex scientific content in a clear and concise fashion

Independent contributor to be able to work alone in the field effectively managing multiple

priorities and projects

Advanced presentation and computer skills with expertise in literature identification

Strategic and critical thinking in order to analyze, assess and evaluate information and interpret impact or relevance to future states

Strong verbal and written communication skills

Ability to use field-based electronic or other communication tools needed for role

Resiliency in managing complex challenges

Strong teamwork and interpersonal skills

High emotional intelligence

Strong relationship building and networking

Strong planning and organization

Key Relationships:

Internal:

Marketing Team

Clinical Research Physicians

Regional/Global Medical teams

Medical Affairs Professional

Clinical Operations

External:

Scientific Experts

Physicians

Pharmacists

Other role requirements:

Ability to travel 80% of the time (role is pre-dominantly field based)

Will require domestic travelling and may require international travel

May require evening/weekend work

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