Job Title: Medical Science Liaison
Department: Medical Education
Reports To: Medical Director
Approved By: SOP:

Job Purpose:
The Medical Science Liaison will function as field based member of the Medical Affairs Organization. Medical Science Liaisons are scientifically trained professionals with strong clinical and/or scientific background. This person will engage in high level knowledge exchange and collaborations with Key Opinion Leaders (KOLs), healthcare professionals and clinical investigators. The MSL will give disease state and clinical/scientific data presentations on Kowa products to healthcare professional, managed markets, pharmacy and medical directors, hospital decision makers and formulary committees. This person is expected to facilitate Investigator sponsored trials as needed.

The Medical Science Liaison will adhere to corporate compliance in all activities, including those related to clinical trials, scientific presentations, and responses to unsolicited requests for information. The MSL is expected to maintain clinical, scientific, and technical expertise in specific therapeutic areas; review scientific journals and attend scientific meetings.

Job Responsibilities & Performance Standards:
♦ Function as an authoritative reference in a particular disease area such as cardiology
♦ Provides in depth scientific, clinical, and educational support to the regional sales team through the dissemination of pertinent educational, scientific, and clinical information on the specific disease state and its treatment
♦ Develops local medical thought leaders (physicians and nurses) as advocates whose opinions and treatment regimens influence the practice of their colleagues.
♦ Disseminates to physicians, nurses, and other healthcare professionals state of the art research and medical concepts related to the treatment and management of the specific disease state through consultation programs and one to one peer interaction.
♦ Leads, develops and implements regional programs based on approved national templates to promote product awareness.
♦ Coordinates and leads medical affairs activities in his/her region.
♦ Conceptualizes and communicates requests through Medical Affairs to clinical, pre-clinical, exploratory, drug safety and medical information etc.
♦ Represents Kowa at specific continuing educational events, programs, medical meeting and conventions.
♦ Responsible for collaborating with the training specialist to develop and educate the Key Account Managers on a medical/scientific basis.
- Support Managed Care Specialists by representing the scientific rationale for the use of Kowa's products as an adjunct to their discussions with reimbursement agencies
- Collaborates with physicians, nurses and other healthcare professionals to produce and submit abstracts and papers from existing and future studies
- Identifies, fields and focuses unsolicited research proposals for studies that would provide new information on Kowa's products
- Established MSL as experts by increasing knowledge base and taking a leadership role in discussions with customers and peers.
- Administers and monitors appropriate budget expenditures to meet the responsibilities as outlined above
- Maintains physician/academic institution records for the territory

**Experience and Skills:**
- Advanced clinical/science degree (MD, PharmD, PhD) required
- Minimum of 3 years experience as a Medical Science Liaison or equivalent in the pharmaceutical industry with clinical experience
- Demonstrated high quality interpersonal and communication skills including presentation skills
- Experience in clinical/scientific trial development a plus
- Extensive regional travel to meet strategic needs of the region. Travel will include periodic national meetings and may include international conferences

**NOTE:**
The information presented, while not an exact or exhaustive listing, describes the work, performance standards, and qualifications typically required of positions of employees in this job. A specific position description or employee performance plan may differ as long as it is consistent with the core Responsibilities, Standards and Qualifications for that job.