Senior Medical Manager

Astellas Pharma Canada is currently searching for a Senior Medical Manager reporting to the Therapeutic Area Lead, Oncology. This is a head office position located in Markham, Ontario.

Description

The Senior Medical Manager is responsible for the implementation of the medical strategy (Core Medical Plan) in the designated therapeutic area at the affiliate level by coordinating and executing medical / scientific activities to (i) understand the local external environment and data gaps; (ii) translate insights into strategies and activities and; (iii) ensure the information needs of key stakeholders are fulfilled to help ensure the safe and appropriate use of Astellas products.

Specifically, this individual will:

- Provide strategic medical and scientific expertise in support of all affiliate Medical Affairs deliverables and cross-functional activities
- Demonstrate matrix leadership by developing and maintaining integrated partnerships with key internal and external stakeholders to ensure all MA affiliate activities address local needs and advance the medical/scientific understanding of Astellas products across their lifecycle
- Responsible for understanding and engage external stakeholders to advance the understanding of and science behind compounds in development, the safe and effective use of Astellas products and disease states that they treat.
- Responsible for engaging and working closely with key internal stakeholders, including the brand teams across the affiliate to achieve business objectives for the affiliate.
- Ensures all affiliate MA activities deliver value and are based on scientific validity, clinical importance and on time and budget.

Essential Job Duties

Understand External Environment and Data Gaps

<u>Scientific Intelligence</u>

- Demonstrate thorough understanding of the therapeutic area, it's current status, unmet needs and future developments
- Engage external stakeholders (such as health care providers, payers and decision makers) and gather as well as share competitive scientific intelligence
- Develop and maintain in depth scientific and medical expertise of assigned therapeutic area through self-study, company-provided training and scientific meeting attendance in order to enhance the contribution to the company

Advisory Boards

- Conduct advisory boards as needed per the life cycle of the product to seek expert advice, opinions and feedback from advisors and other stakeholders on medical, humanistic, health economic or clinical topics related to marketed products or development-stage compounds to inform medical affairs and commercial strategies, plans

Medical Insights

- Collaborates cross functionally with internal stakeholders to support communication of relevant scientific and medical insights to internal stakeholders
- Oversee medical insights generation activities and ensure actionable insights are incorporated in strategic planning processes in collaboration with operational excellence and regional TA leads

Translate Insights into Strategies and Activities

Core Medical Plans (CMP)

- Identify the unmet needs and develop suitable medical strategy to incorporate in the CMP as well ensure a compliant execution of all Affiliate Medical/Scientific activities (including vendor oversight) i.e. launch activities, educational programs, advisory / expert meetings, symposia in congresses
- Ensure the affiliate CMP is aligned with Global CMP, Integrated global brand plan, as well as local brand strategies
- Strategically leverage regional and/or global medical initiatives to meet local business needs, while maintaining an enterprise view
- Implement the affiliate CMP tactics for the TA, on time and on budget as well as update CMP trackers on time

Collaboration Within M&D (Medical and Development Division)

- Provide reactive support to development team to identify potential study investigators / sites and assist with feasibility study execution for registration studies.
- Provide scientific/medical support to regulatory affairs on submission of dossiers and presentations upon request
- Provide scientific/medical support to regional clinical operations and/or pharmacovigilance teams in execution of mandatory post-approval studies as needed.
- Partner with Regional Operational Excellence team to provide regular input to monthly reports for the General Manager/Regional President/Chief Medical Officer

Collaboration with Commercial

- Provide strategic scientific/medical expertise in support of all cross-functional activities (Marketing, Market Access, Business Intelligence, Sales)
- Champion a collaborative mindset to ensure full alignment with key stakeholders' cross-functionally
- Review and approve promotional materials complying with local and applicable internal/external regulations and/or policies.

- Provide scientific /medical support to Marketing, Market Access, Business Intelligence (advice, reports, recommendations, etc.).
- Coordinate in executing medical-scientific activities in product launches: disease area presentations, expert meetings.
- Participating as a therapeutic area/product expert in internal meetings of the company and provide medical-scientific support for external meetings in a fair and balanced manner (post-approval symposia)
- Provide consistent training on therapeutic area and products to the colleagues (including commercial) in the affiliate

Fulfill Information Needs of External Stakeholders

Data Generation for HCPs and Payers

- Partner closely with Health Economics and Outcomes Research (HEOR) and Market Access to provide insight on local access strategies and challenges and close data gaps
- Plan and develop HEOR data generation projects, not limited to Budget Impact Model/ Cost-effectiveness analysis
- Partner with market access in reimbursement or listing discussions with payers/hospitals as needed

Data Communication and Medical Education

- Provide medical / scientific education and training to internal stakeholders on marketed products and compounds in development
- Act as local scientific/medical expert to regional Medical Information group (i.e. escalated inquiries), ensuring all local regulatory requirements are met and in compliance with Astellas procedures and ethical standards.
- Strategically manage the development of local Non-Promotional Medical Materials in alignment with TA/ affiliate objectives, including, but not limited to slide presentations and posters / manuscripts
- Identify and engage key external experts (KEEs) in in-depth medical and scientific product or disease area discussions / scientific exchange, and presentations to communicate the value of Astellas products in a fair and balanced way in accordance with Astellas values/code of conduct as well as applicable local regulations
- Develop, maintain, engage with key external experts (KEEs), healthcare professionals, healthcare organizations funding bodies and other entities to engage and communicate the value of Astellas products in a fair and balanced way accordance with Astellas values/code of conduct as well as applicable local regulations

External Program Funding for Research and Education

- Support the affiliate head and regional reviewers in reviewing as well as appropriate documentation of Investigator Sponsored Research/ Grants for general research/ Grants for Medical Education/ Sponsorship for Research & Education
- Obtain post-activity evidence, including financial reconciliation documents to confirm that the provided grant support was utilized according to the executed legal agreement and this is documented in the applicable system

Compliance & Governance

- Ensures all affiliate medical affairs activities are in compliance with all applicable Astellas policies, external regulations and ethical standards
- Partners with Ethics & Compliance to review commercial led promotional tactics and inputs to ensure adherence to compliance in all areas of operations.

Field Medical Activities

- As required, develop and execute Stakeholder Engagement Plan that addresses the medical needs of stakeholders in alignment with the TA Medical Affairs strategic plan and corporate business priorities.
- Responds to unsolicited medical and scientific inquiries

Required Qualifications

- Doctoral degree (MD, PhD in health-related science or PharmD)
- 5-7 years' experience in Pharma.
- 3-5 years' experience in Medical Affairs
- Suitable candidates from academia with strong expertise in the therapeutic area including clinical/ hospital practice, clinical development, experience in designing, executing and reporting of clinical trials can be considered.
- Strong understanding and knowledge of industry laws and regulations.
- Experienced in managing complex projects and effectively act independently (ex. Ad Boards, Publications, Preceptorship).
- Demonstration of ability to effectively interact in a matrix organization with matrix reporting lines.
- Proactive strategic partnering with different internal functions (ex. Commercial, Market Access, HEOR.)
- Excellent presentation skills and advanced written and verbal business English.
- Foundational understanding of the drug development process as well as commercialization.
- Ability to travel 20-30% of the time including overnight travel

Preferred Qualifications

- Doctoral degree (MD, PhD in health-related science or PharmD)
- Contributing to / supporting onboarding and development activities for colleagues e.g. acting as a buddy, mentor or coach.
- Demonstration of delegated responsibilities successfully completed e.g. acting as a back up for a Therapy Area Lead at key internal or external meetings.
- Experience and expertise with Companion Diagnostics (CDx)

If your skills and experience match our needs, please email your resume to: employment@astellas.com.

Astellas Pharma Canada requires full Vaccination against COVID-19 as a condition of employment. Reasonable accommodation to this policy may be granted for a valid accommodation request under human rights legislation. An individual is considered to be “fully vaccinated” two weeks or more after the receipt of the second dose in a two-dose Vaccine or one dose of a single-dose Vaccine, or if the individual is otherwise considered to be Fully Vaccinated by the government of the province in which they are employed. If booster shots are required by a relevant Canadian public health authority (with requirements varying potentially based on the Vaccine), “fully vaccinated” should be interpreted to mean fully compliant with any such recommendations within a reasonable amount of time-based on the accessibility and availability of the booster shots.

Astellas Pharma Canada welcomes and encourages applications from people with disabilities. Accommodations are available on request for candidates taking part in all aspects of the hiring process.

No telephone inquiries, in-person applications, or agencies please.
While we appreciate all applications, only candidates under consideration will be contacted.