

## Senior Medical Science Liaison

Astellas Pharma Canada is currently searching for a Senior Medical Science Liaison for the territory of Ontario West and Atlantic Canada reporting to the Associate Director, Medical Science Liaisons. It is preferred that the incumbent reside in the Greater Toronto Area.

### Description

The Senior Medical Science Liaison (MSL) serves as the field scientific/medical expert in delivering the MSL mandate of facilitating non-promotional scientific exchange and translating scientific knowledge into value for patients in alignment with Astellas' corporate strategic direction. He/she is responsible for the successful implementation of regional field-based medical/scientific tactics that support the Astellas organization needs for in-line and development compounds of the Therapeutic Area (TA) Medical Strategic Plan. In addition, the Senior MSL serves as a mentor for the MSL team and implements best practices for enhancing MSL deliverables beyond their region

### Essential Job Duties

#### Stakeholder Relationship Activities:

- Lead the development and implementation of a Stakeholder Engagement Plan that addresses the medical needs of stakeholders, in alignment with the TA Medical Affairs strategic plan and corporate business priorities.
- Develop trusted relationships with medical stakeholders that deliver non-promotional scientific/medical value in a timely manner with the goal of improving patient care.
- Represent Astellas at relevant provincial HTA and payer meetings, coordinating appropriate resources and clinical input to facilitate opportunities and collaborations with these customers
- Investigates and understands medical, health care, health technology assessment (HTA) and payer landscape and implements a MSL Regional Plan to address existing or future scientific/HEOR gaps, in collaboration with the MSL Associate Director, Associate Medical Director and MAGR colleagues.
- This position requires expertise in understanding the evolving Canadian health care, health technology assessment (HTA) and payer landscape and principles of health economics & clinical outcomes research.
- Assist MSL team in the stakeholder identification process and stakeholder plan implementation beyond their region
- Mentors MSL team by developing and demonstrating best practices for enhancing stakeholder relationships and regional tactics

#### Research Support Activities:

- In collaboration with Research Operations, identify and understand site research capabilities within assigned region.
- Identify potential investigators for upcoming research activities based upon the criteria set by the study teams.

- Lead regional profiling and communicate insights.
- Provide TA expertise for study sites as needed (i.e. site initiation visit, throughout the study) to identify changes in the medical landscape.
- Support Investigator Sponsored Research requests, as needed.

#### **Canada Medical Plan Deliverables:**

- Interpreting, applying and communicating stakeholder (incl. payer) insights from regular field interactions to shape the medical strategy.
- Identifying and supporting international, national and regional scientific meetings, including collection of scientific insights from sessions and stakeholders.
- Supporting regional expert meetings, regional HTA and payer meetings, internal training (e.g. disease management, HEOR, product info etc.), and other medical activities.
- Participating in other TA/HEOR or departmental activities as needed.
- Assisting in the development of content for strategic MSL activities, such as regional expert meetings or payer meetings
- Act as a strategic medical interface with provincial HTA and payer stakeholders and head office to ensure voice of customer is represented in strategic HEOR and Medical Affairs (MA) plans
- Appropriately partner with cross functional APCA personnel to provide clinical and HEOR support at strategic provincial HTA and payer accounts
- Develop and demonstrate best practices to optimize MSL regional activities

#### **Non-Promotional Scientific Exchange Activities:**

- Presenting scientific data in various venues including as requested by various stakeholders including physicians, pharmacists, and formulary committees.
- Discussing approved scientific information with stakeholders including regional HTA and payers regarding Astellas products and disease state management concepts as appropriate.
- Identifies opportunities/speakers for regional Medical Education events that align with the Medical Affairs TA Strategic Plan and collaborates with Medical Education to develop and implement the program, including speaker training and content development for other learning activities.
- Identify gaps in TA and HEOR non-promotional medical materials (NPMM) and lead development of content to satisfy TA and HEOR needs.
- Provide medical expertise to internal stakeholders in training and interpretation of key HEOR data utilized in HTA and payer decision makers

#### **Medical/Governance Expertise:**

- Maintains advanced scientific expertise and understanding of the relevant TA disease, Astellas pre-marketed and approved products; as well as competitor products.
- Establish effective communication with internal stakeholders including Associate Director, HEOR, and the Medical Science Liaisons (MSLs) to understand and support the needs of the business.

- Maintains in-depth knowledge and understanding of Astellas Medical Governance framework, global and local SOPs, Innovative Medicines Canada and Health Canada guidelines.
- Ensures that all activities are compliant with medical governance guidelines and are consistent with the APCA Corporate Code of Ethics.

### **Required Qualifications**

- Advanced scientific degree including Ph.D., PharmD, MD, MSc. in a healthcare or scientific discipline and at least 3 years' experience in the pharmaceutical industry preferably in Medical Affairs.
- Minimum two (2) years field-based pharmaceutical medical experience.
- A high level of scientific expertise including knowledge of Canadian Health care delivery, HTA and payer systems and principles of health economics & clinical outcomes research with a proven ability to interpret and effectively communicate complex clinical and pharmacoeconomic data.
- Solid understanding of the interface between clinical practice and HEOR, and how this data is utilized in HTA and payer decision making.
- Consistently build and maintain trusting relationships with internal and external stakeholders to establish Astellas as a credible partner.
- Strong strategic thinking ability, operating with a sense of urgency to respond to business needs in a timely manner and solid business acumen.
- Demonstrated ability to work effectively in a matrix organization.
- Excellent interpersonal skills for successful cross-functional collaborations with internal partners is essential.
- Demonstrated independence in managing assigned projects within established timelines.
- Familiarity with all aspects of clinical trial processes.
- Knowledge and adherence to local regulatory agency (Health Canada) policies, the Innovative Medicines Canada Code of Conduct and Good Clinical Practices (GCP) guidelines.
- Complex problem-solving skills.
- Able to manage a frequent travel schedule, with up to 40% overnight travel.
- Proficient in Microsoft Office.

**Preferred Qualifications**

- Bilingualism (English/French) an asset. Mandatory in Quebec region.
- Prior MSL and therapeutic area experience is an asset.
- Experience in a health care environment strongly preferred
- Prior experience in working remotely and managing frequent travel schedule
- Thorough understanding of applicable external and internal guidelines as they relate to Medical Affairs

If your skills and experience match our needs, please email your resume to: [employment@astellas.com](mailto: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.*