

assistant medical manager

23/02/2010

function Sales & Marketing / Sales - Marketing

location Turkey / Istanbul (Europe)

company info

job info

- the MSL responds to clinical inquiries regarding marketed or developmental company's products.
- presents scientific and clinical data for these products.
- identifies and develops regional and national opinion leaders to support company's products and trains approved speakers through personal contacts and on-site visits.
- establishes strong relationships with opinion leaders, clinical investigators and providers at academic and non-academic settings.
- assists with sales force training at national and regional levels.
- assists with company phase 4 program that includes collaboration with investigators and internal personnel.
- assists with site selection for both phase 4 and other clinical trials.
- anticipates obstacles and difficulties that may arise in the field and resolves them in a collaborative manner
- the MSL works collaboratively with company's personnel in Sales, Marketing, Clinical Research, Global Safety and Medical Communication.
- others both from within and outside company seek the MSL out for advice and collaboration.
- utilizes scientific resources to deliver impactful presentations in a variety of different settings.
- the MSL travels to appointments, meetings and conferences on a frequent and regular basis, occasionally with short notice.

requirements

- excellent verbal and written communication skills as well as interpersonal skills are required.
- the MSL must be fully cognizant of all relevant scientific data.
- must be cognizant of regulatory requirements for field-based personnel.
- must be committed to continuing education to maintain knowledge base.
- the MSL is sought out for advice and collaboration by others both from within and outside company.
- anticipates obstacles and difficulties that may arise in the field and acts upon these to resolve them in a collaborative manner.
- must have the ability to work as a member of several teams that may overlap such as national MSL team, regional sales team, national accounts, and others.
- utilizes scientific resources for impactful presentations in a variety of different settings.
- experience in preparing and delivering presentations is required.
- experience in the management or investigation of clinical trials is highly desirable.
- clinical patient contact experience is highly desirable

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