



## M/F MEDICAL SCIENCE LIAISON

- **About us**

Advanced Accelerator Applications ([www.adacap.com](http://www.adacap.com)) is a Pharmaceutical Group founded in 2002 as a spin-off of the European Organization for Nuclear Research (CERN), to develop innovative diagnostic and therapeutic products in the field of Molecular Nuclear Medicine (MNM). AAA focuses on molecular imaging and individualized therapy (personalized medicine) for patients with serious conditions. AAA is a European leader in the production and commercialization of PET (Positron Emission Tomography) radiopharmaceuticals and is leading the innovation in MNM Therapy. The company has a strong pipeline and has maintained continuous double-digit growth in sales for the last 10 years of commercial operations. AAA is headquartered in St Genis Pouilly, France and currently has 21 production and R&D facilities and over 500 employees in 13 countries.

Positive results of the pivotal Phase III “NETTER-1” study assessing Lutathera® in midgut neuroendocrine tumours were presented at the 2015 European Cancer Congress ECCO-ESMO in Vienna and published in January 2017 on New England Journal of Medicine. Lutathera® is a Lu-177 labeled somatostatine analog peptide currently in development for the treatment of gastroenteropancreatic neuroendocrine tumors (GEP-NET's). In the framework of these developments, Advanced Accelerator Applications is looking for a field based Medical Science Liaison (MSL – Italy).

Medical Science Liaison serves as an ambassador and an advocate for AAA science within the healthcare community. By virtue of his/her training, the MSL is well-positioned to discuss and provide scientific and therapeutic information to Health Care Professionals and Researchers (Medical and Scientific Leaders) viewed by their peers to be authorities in a therapeutic field. The MSL will maintain close working relationships with home office staff in Medical Affairs, Clinical Development and Science (Discovery) as needed to support assigned products.

- **Main Duties and Responsibilities**

- Interacts with healthcare organizations and authorities, healthcare professionals, clinical investigators, and other healthcare organizations providing fair, balanced, and scientifically rigorous medical and clinical information.
- Meet with healthcare professionals who might be interested in engaging in a scientific discussion regarding a product's medical and clinical profile in the context of approved prescribing information as well as in response to unsolicited questions or requests for information which may involve off-label information. (Unsolicited means that the information request was neither suggested nor encouraged by the MSL).
- Participate in the development and implement tactics identified in the Medical Affairs Plans (MAP).
- May represent the Medical Department at Local or Regional Medical events (e.g. Medical Congresses and Symposia). They may collaborate in the coordination of pre-event information and communication of post-event summaries.
- Participate in unbranded CME events organized by the company or third parties, where the MSL will serve as an ambassador of, and an advocate for AAA science.
- Provides first line medical support to existing compassionate use programs and deals with information requests from physicians and patient advocacy groups,
- Identifies, establishes and maintains collaborative relationships in his/her territory with opinion leaders, investigators, institutions and local societies/associations.
- Maintains clinical expertise through aggressive education including attendance at relevant symposia, scientific workshops, CME events, preceptorships, and review of key journals.
- Adds value to AAA-sponsored external speaker programs via identification of new speakers, providing feedback to home office on success of programs, and coaching of speakers on scientific content.

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Direzione e coordinamento artt. 2497 c.c. e seguenti: Advanced Accelerator Applications S.A. - Saint Genis Pouilly - Francia.



- Collaborates with Managed Markets team, both field-based and at the home office, to identify opportunities and needs that can be addressed via communication of scientific, medical, and health economic information.
- >50% travel is anticipated.

- **Competencies Identified For Success**

- Strong interpersonal skills; ability to handle “cold calls” as well as interactions with specialist physicians and opinion leaders
- Exceptional communication skills that include verbal, written and public presentations
- Ability to comprehend and interpret clinical and pre-clinical data
- Excellent project management skills, with the ability to handle multiple simultaneous tasks
- Collaboration and teamwork
- Decision-making, proactive problem-solving and accountability
- Ability to identify and facilitate development of external investigators
- Understanding organizational behavior, and academic and corporate culture
- Italian Mother tongue
- Fluent in English

- **Qualifications**

- Degree in the area of the Life Sciences.
- Minimum 2-3 years MSL experience required
- Candidates are preferred to possess specialization and/or clinical experience in oncology.

- **Preferred Qualifications**

- Experience in developing/communicating clinical/scientific trials and publications with Academics and Health Care Providers strongly preferred.
- Experience interacting with, and/or presenting to, Payer audiences preferred (e.g., Managed Care Medical Directors and Pharmacy Directors).
- Expertise in compliance regulations/requirements/guidelines that govern this position, including interactions with providers, payers, and sales representatives is preferred. Knowledge of regulations and guidances governing promotional activities is also preferred.
- Health care-related publication track record a plus.
- Flexibility to flourish in a complex and rapidly evolving work environment preferred.

- **Submission of your application**

Please send your application in English via email to [HRItaly@adacap.com](mailto:HRItaly@adacap.com). Your application shall include all the information you consider relevant, and at a minimum, a motivation letter, your personal data, education, employment history and details on your current position.

Please note that we will only reply to candidates that we wish to bring to interview stage.