



MEDICAL SCIENTIFIC LIAISON

Rosana Leiva, PhD

believe in life

 **NOVARTIS**
PHARMACEUTICALS

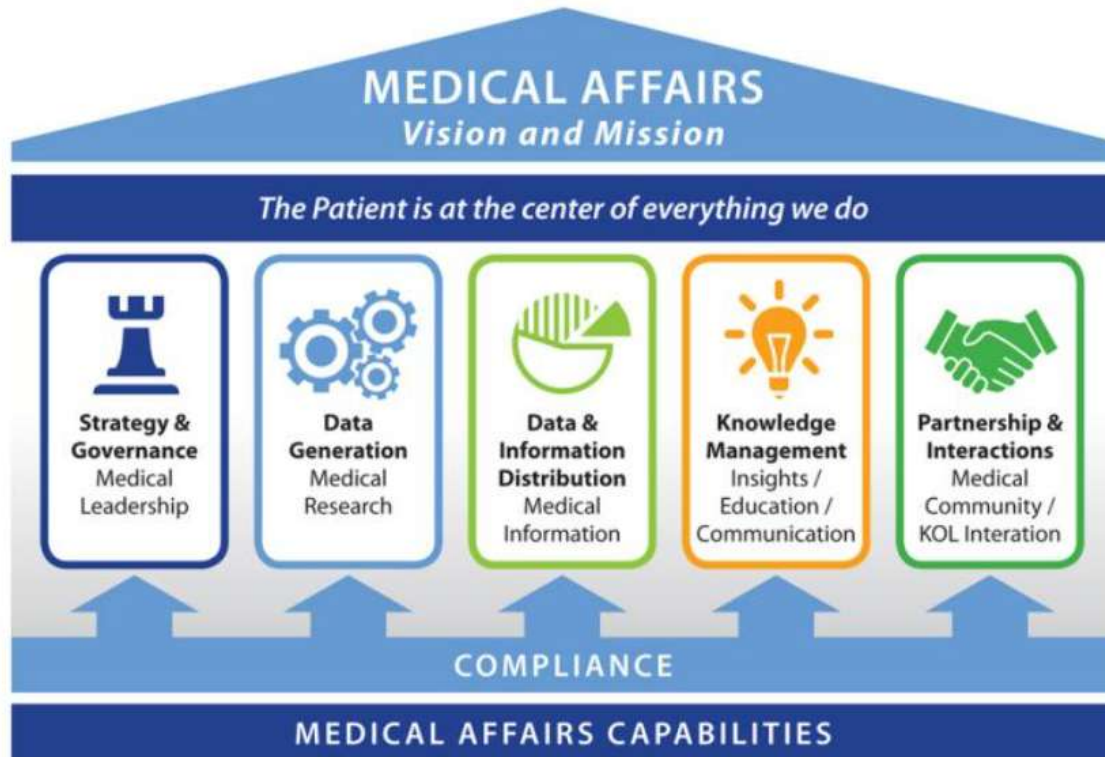


AGENDA:

- My role within the Pharmaceutical Industry
- One day in the office
- What is the market looking for?
- Carrer development

MSL = Medical Scientific Liaison in the Medical Affairs Dept

My role within the Pharmaceutical Industry

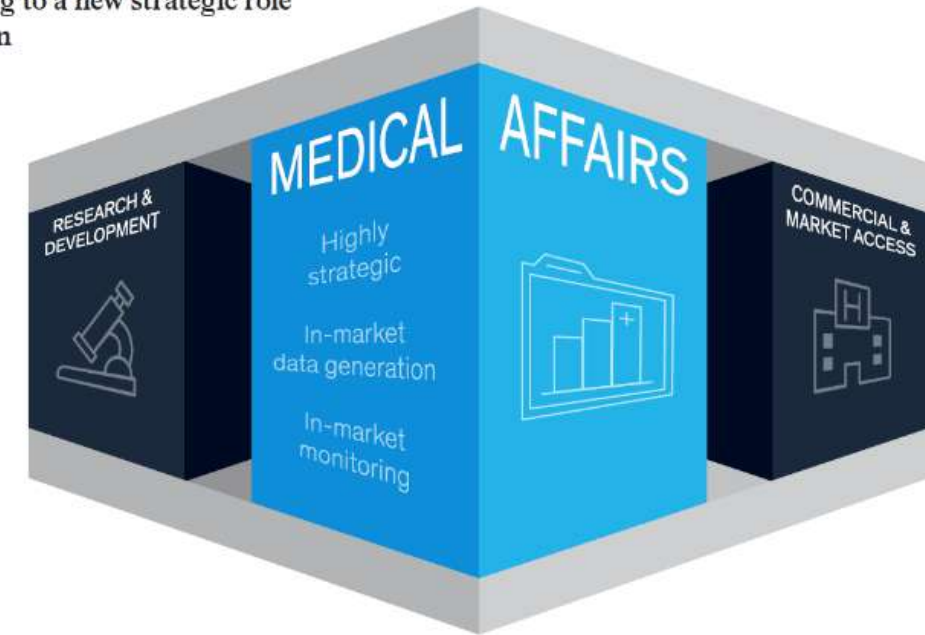


Source: Kirk Shepard

From the article “One Giant Leap for Medical Affairs” in
www.reutersevents.com/pharma

Exhibit 1

Medical is transitioning to a new strategic role within the organization

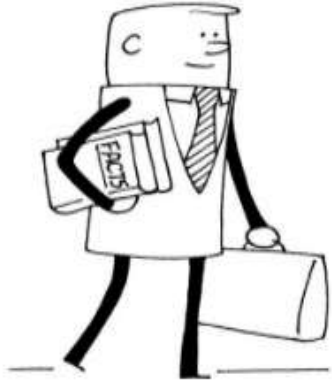


From the report “A vision for Medical Affairs in 2025” by
McKinsey & Company

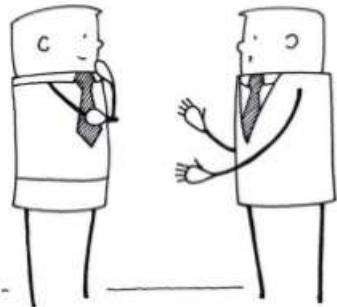
My role within the Pharmaceutical Industry

MSL

What is an MSL?



The purpose of an MSL is to be a scientific or disease state expert both for internal colleagues, including sales and marketing, and for doctors in the therapeutic area of the medical community in which they work!



The primary responsibility of an MSL remains to establish and maintain peer-to-peer relationships with leading doctors who influence other doctors. These influential doctors are commonly referred to as key opinion leaders (KOLs).

From Dr. Samuel Dyer, Chairman of the MSL Society Board, in www.themsls.org



My role within the Pharmaceutical Industry

Creating bridges both internally and externally



El mantenimiento y el refuerzo de esta función de “puente” contribuye al Éxito global de la Compañía

From the article “MSL (*Medical Scientific Liaison*): una función estratégica en la industria farmacéutica del siglo XXI” in www.pmfarma.es



From the article “PhDs Have to Know These 5 Facts About Medical Science Liaisons” in cheekyscientist.com

“KOLs are the biggest part of the role”

- Identify, establish and maintain **peer-to-peer relationships** with **KOLs** and medical organizations, being a **partner of MEs** to develop scientific and clinical experience
- Develop and execute **KOL engagement plans**
- **Communicate** medical/scientific data
- Develop and implement **medical activities**
- Collect and share relevant **insights, opportunities** and **patients’ necessities**
- Identify **clinical investigators** and manage the Investigator Initiated Trials, supporting **clinical trials** and **RWE data** generation
- Attend to **scientific meetings** and **conferences** to be updated with the latest evidence

One day in the office

The work environment for medical science liaisons



“Medical science liaisons may be assigned to a **geographic area or region**, so extensive **travel** is common for them. Due to the amount of travel required to liaise and consult with other medical professionals, medical science liaisons may or **may not be based in their employer's physical office**. They usually spend time in **meetings** where they need to **deliver complex information concisely and clearly**. Most medical science liaisons work full-time, but they have the freedom to **set their own schedule** with the option to **work from home**.”



What is the market looking for? Are you the right profile?

Education Requirements

Master or Bachelor level degree in health sciences with at least 2 years of clinical research experience or industry experience in a therapeutic area.

PhD level degree (in Cardiovascular preferred) or Postgraduate studies in Pharmaceutical Medicine or Clinical Research

Essential Skills

Communication, interpersonal, organizational

Excellent English (C1/Advance)

Residence in Barcelona

Willing to travel up to 80% of time

Desirable Experience & Skills

Knowledge/Experience in Cardiovascular will be valued

Highly motivated and capable of comprehending large amounts of scientific content which is then communicated in a clear, concise fashion

Strong interpersonal skills, including capability to engage in professional relationship building and networking

Demonstrated success in self-managing priorities and multi-tasking projects

Ability to work effectively and share information within a team environment



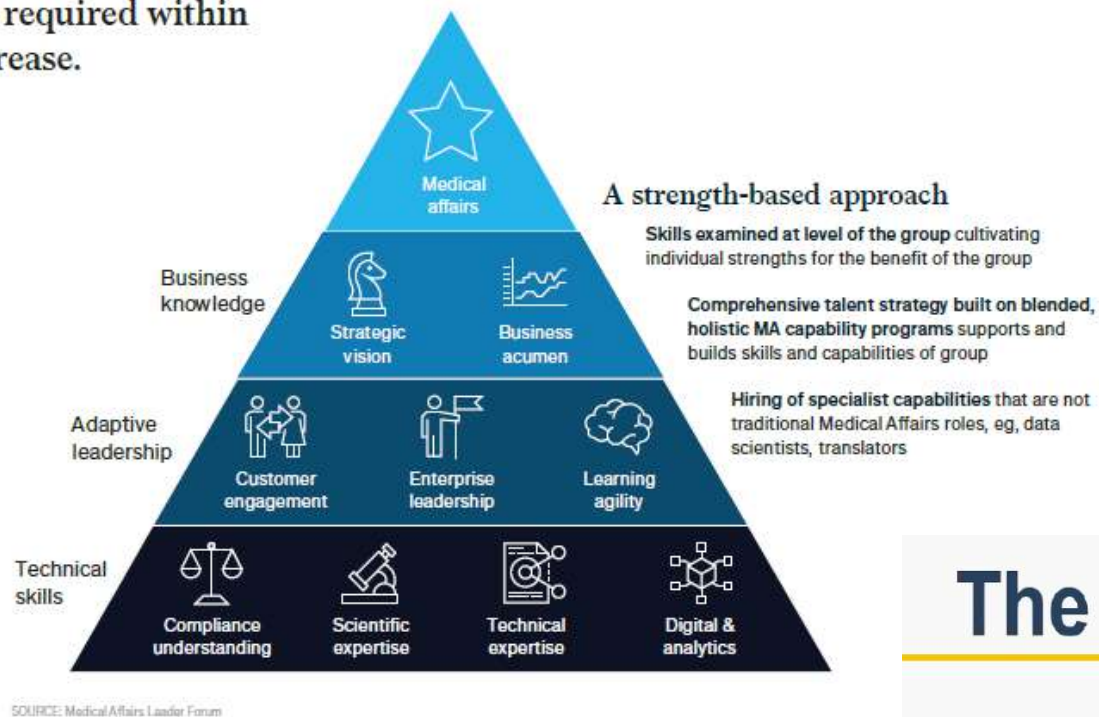
LinkedIn Jobs page showing various Medical Science Liaison (MSL) and Medical Director positions. The page includes a navigation bar at the top with icons for Home, My Network, Jobs, Messaging, Notifications, Me, and Work. The job listings are arranged in a grid, each featuring a company logo, the job title, the company name, location, and some additional details like the number of company alumni or connections.

Company	Job Title	Location	Details
General Mills	Sr R&D Scientist/Engineer	Sant Adrià de Besòs, Catalonia, Spain	19 company alumni, 6 days ago
Eli Lilly and Company	Medical Scientific Liaison (MSL)	Barcelona, Catalonia, Spain	617 company alumni, Promoted
Almirall	Medical Scientific Liaison (MSL) - Barcelona	Barcelona, Catalonia, Spain	1 connection, Promoted
Novartis España	Medical Governance Director, based in any European...	Barcelona, Catalonia, Spain	13 alumni, 1 day ago - 9 applicants
Almirall	Medical Director Spain & Portugal - HQ - Barcelona	Barcelona, Catalonia, Spain	
Nestlé	Market Business Support Nutritionist	Esplugues de Llobregat, Catalonia, Spain	
Jazz Pharmaceuticals	Medical Science Liaison - Neuroscience, Barcelona	Barcelona, Catalonia, Spain	
LEO Pharma	Medical Director Iberia	Barcelona, Catalonia, Spain	
TMAC	Medical Science Liaison (MSL) - Hematology/ Oncology - ...	Barcelona, Catalonia, Spain	1 alum, 5 days ago - Easy Apply
	Medical Science Liaison - Neuroscience, Barcelona	Barcelona, Catalonia, Spain	3 days ago - 12 applicants
Spring Professional	PhD specialist in cell culture	Barcelona, Catalonia, Spain	1 company alum, 2 weeks ago - Easy Apply
PANERA	Medical Lead Oncologia	Barcelona, Catalonia, Spain	1 company alum, 3 days ago - 1 applicant

From the webinar "How to be best-in-class: Knowledge, skills and behaviours" (18/05/2020), web One MSL (<http://www.onemsl.com>)

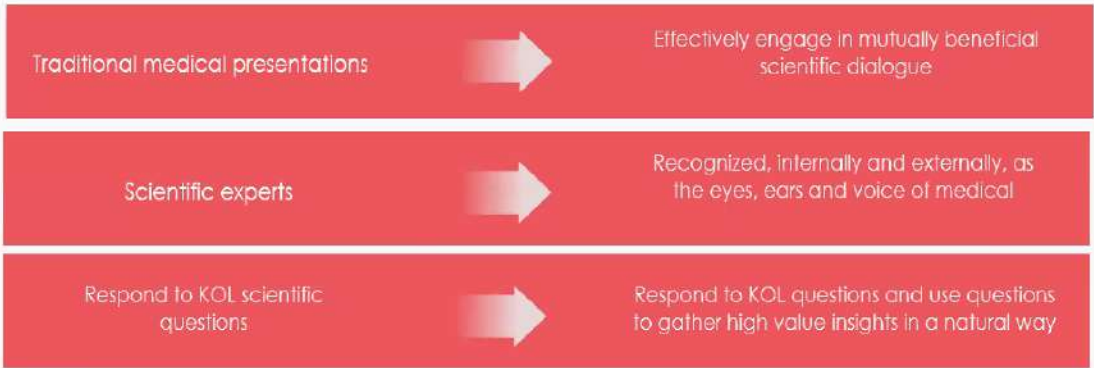
What is the market looking for? Are you the right profile?

Exhibit 5
The scope of capabilities required within Medical continues to increase.



From the report “A vision for Medical Affairs in 2025” by McKinsey & Company

The evolving MSL role

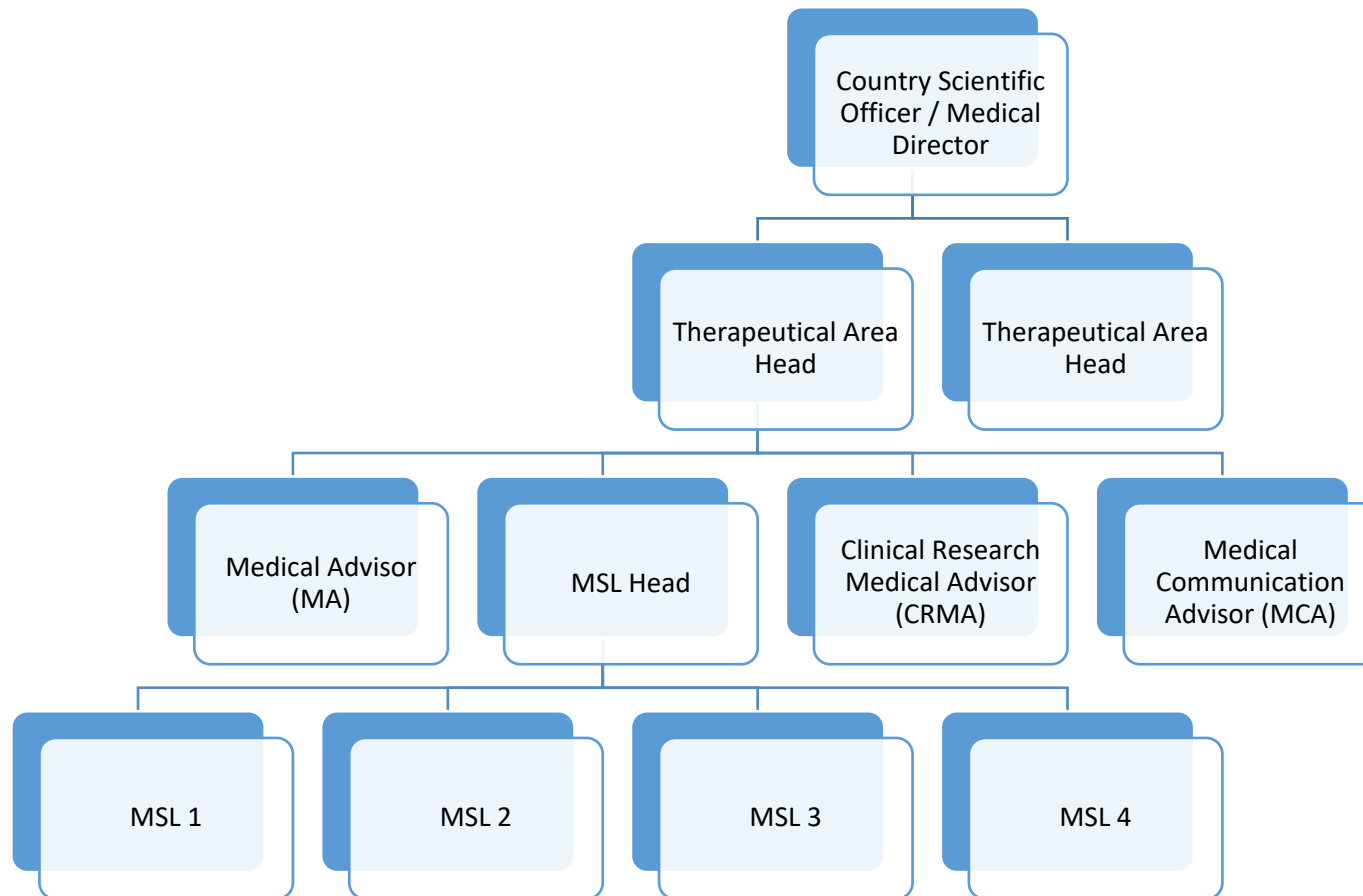


From the webinar "How to be best-in-class: Knowledge, skills and behaviours" (18/05/2020) in www.onemsl.com

Carrer development

Both in the Medical and in other departments

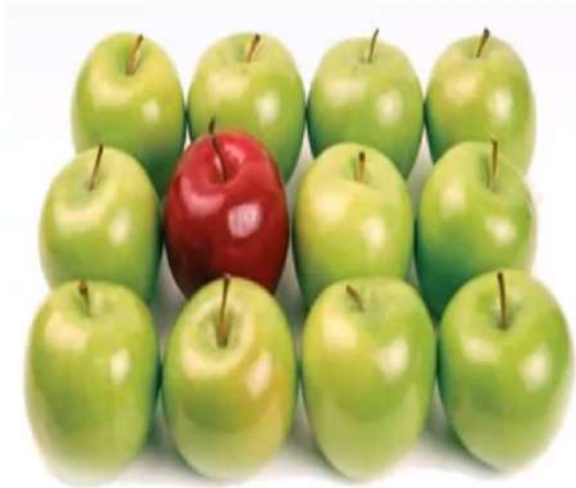
Medical Affairs organization chart



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How to have success?



Differentiation



Adaptation



Attitude



VUCA environment

Success = (Knowledge + Skills) x ATTITUDE

