

100 High Street, 28<sup>th</sup> floor, Boston, MA 02110, USA



<b>Position Title:</b>	MSL Head
<b>Department:</b>	Medical Affairs
<b>Hiring Manager:</b>	Executive Director, Medical Affairs
<b>Date Opened:</b>	October 2020

**We are a team of experts from multiple disciplines who have come together driven to bring hope with life-changing therapies to patients and families affected by rare diseases**

#### **Position Overview:**

Catabasis is seeking an action-oriented, self-driven, team player as MSL Head that will be an integral part of a growing Medical Affairs team. This position will report to the Executive Director, Medical Affairs. In this field-based position, **he/she will be focused on external relationships and field-based initiatives as they build and lead the Medical Science Liaison (MSL) team.** He/she will be accountable for the execution of external KOL strategy and appropriate scientific exchange. He/she will serve as an internal resource on scientific insights from HCP community and will identify and facilitate research opportunities with various researchers and clinicians for collaboration with Catabasis. He/she will address the questions of HCPs to ensure the appropriate level of understanding and awareness of Catabasis products. This individual will share real-world unmet needs and perspectives into Medical Affairs strategies.

#### **Responsibilities:**

This function is responsible for building strong relationships across the neuromuscular community in collaboration with Medical Affairs leadership and to share medical insights across the Catabasis team. The MSL head will be responsible for building field-based process and contribute to scientific content that is relevant for field-based efforts. Role will include exchange with a variety of stakeholders, including opinion leaders, payers, relevant specialties, and advocacy organizations. The MSL head will build and support medical booths at scientific meetings, will support congress planning and collection of insights. As the first MSL head in a growing organization, the role involves the development of field-based policies and procedures in partnership with Medical and Legal leadership, to ensure appropriate scientific exchange. Role will provide contributions to a broad range of Medical Affairs activities, with an emphasis on external affairs.

- Partner with Medical Affairs leadership to build exceptional MSL team. Skillfully train and develop them based on their complementary experiences.
- Build relationships with key external stakeholders including, and not limited to, healthcare providers, payors, healthcare institutions, and advocacy groups.
- Provide competent, practical, and efficient leadership and oversight in the development and management of the Company's MSL team.
- Lead MSL team in coordination efforts to attend local, regional, national, and international scientific meetings to gather insights, provide booth coverage, give presentations, and facilitate targeted scientific exchange with Catabasis leadership team.
- Collaborate with team to support the development and execution of field-based Medical Affairs strategy.
- Support the execution of congress plans, field-based activities and resources, and executive summaries
- Collaborate with Commercial team to contribute to launch plan, utilize and offer medical insights to inform the brand strategy, sales training, and identify opportunities

- Assist in developing and maintaining current, broad, and in-depth knowledge of pathophysiology, pharmacotherapy, and clinical outcomes associated with Catabasis products. This includes monitoring of key papers by opinion leaders and presenting at Catabasis journal club.
- Translate field insights into actionable commercial and competitive scientific knowledge to inform development decisions and support disease area strategy initiatives.
- Develop and communicate the strategic vision and the tactical execution of plans to the MSL team. Lead the continuous assessment and development of the MSL portion Field Medical Plan.
- Curate, collate, and analyze healthcare provider insights and provide periodic reports to internal colleagues along with corresponding plans of action.
- Manage the MSL Team budget and related resource allocation and work with Executive Director, Medical Affairs to include in overall Medical Affairs department budget.
- Work closely with Company leadership to ensure there is alignment on corporate goals and objectives as well as adherence to all applicable policies.

### Qualifications:

- Advanced degree in life sciences required (e.g., PharmD, PhD).
- Minimum of 10 years in the biotech/pharmaceutical industry with a demonstration of effective supervisory ability – proven leadership of a successful MSL team/region is strongly preferred
- Corporate experience in the Neuroscience therapeutic area, particularly within neuromuscular diseases or relevant research experience, is strongly preferred; experience in rare disease space is ideal
- Established relationships with neuromuscular experts and research community
- Prior experience with healthcare economics and the market access environment (e.g., P&T Committees, Dossiers) is favorable.
- Effective analytical, communication and presentation skills
- Exceptional dedication to improving the health and wellbeing of patients, their families, and caregivers.
- Functional understanding of the MSL role and responsibilities in the evolving landscape; experience in working with commercial teams and cross-functionally
- Extensive experience with Medical Affairs compliance regulations and fair-balanced communications in scientific exchange in various forums
- Strong IT skillset with various KOL CRM tools (such as VEEVA, Steeprock), and familiarity with technology platforms, required CRM dropdowns, and creative approaches to digital HCP outreach
- Strong strategic planning and tactical execution skills and overseeing team adherence to targets.
- Ability to work independently, as well as collaboratively and cross-functionally, within a rapidly developing and team-oriented environment.
- Proven ability to develop and grow productive relationships with external and internal stakeholders in a range of disciplines.
- Demonstrated ability to present complex scientific and medical information to a range of audiences.
- Excellent written and verbal communication skills, and an ability to develop collaborative relationships and work effectively with all levels of management.
- Demonstrates expert knowledge and proficiency with general office procedures such as commonly used office software (e.g., MS Office-Word, Excel, PowerPoint, Microsoft Project); willingness to help set up expense-reporting procedures (Concur etc.)
- Willingness and ability to travel up to 80% of the time (in accordance and compliance with latest travel restrictions). This position is remote, home-based.