

POSITION: Senior Medical Science Liaison **DATE:** August 2022
Territory: Upper Midwest (Chicago or Cleveland)

REPORTS TO: Director, Medical Science Liaisons **FLSA STATUS:** Exempt

DEPARTMENT: Medical Affairs

ACCOUNTABILITY OBJECTIVE:

Impel Senior Medical Science Liaisons (“MSL”) have overall responsibility for identifying, developing, and managing relationships with current and future Healthcare Providers (HCPs), and medical thought leaders (Key Opinion Leaders, or KOLs) who are involved with the treatment and management of patients with migraine. Senior MSLs are responsible for providing strategic messaging and education to engage KOL individuals in their assigned territories. Additionally, they provide clinical and scientific support for Impel and the Medical Affairs department at the direction of Medical Affairs management. The Senior MSL is part of a collaborative, energized work environment where people are working towards a common goal of helping migraine patients reach their best outcomes.

ESSENTIAL DUTIES AND RESPONSIBILITIES includes the following. Other duties may be assigned.

- Identify, develop, and maintain valued and productive scientific relationships with key external stakeholders including, and not limited to, KOLs, HCPs, payors, healthcare institutions, and advocacy groups
- Develop and execute territory plans aligned with regional and national plans of action (POAs)
- Interact with migraine experts for in-depth scientific discussions, assessment of the therapeutic area, to and provide medical support for pipeline and approved products
- Lead regional field medical discussions to enhance the science and education initiatives in disease state and treatment algorithms
- Deliver, discuss, and address questions on clinical and relevant disease state presentations to KOLs, HCPs, payors, and P&T committee members
- Develop and review, and present abstracts, posters, manuscripts, and other publications for the presentation of data related to Impel products
- Develop an understanding of the local healthcare environment by learning health systems, payors, and formularies
- Keep up with current and evolving literature through attendance at virtual or in person congresses, interactions with key experts and literature review and summarize and present information from interactions and competitive intelligence
- Identify and present opportunities to support KOL and independent research pertinent to Impel’s migraine treatment interest (i.e., Investigator Initiated Research proposals)
- Identify timely and relevant market insights, trends, opportunities, and threats for targeted products

- Respond to and document unsolicited requests for scientific information
- Provide timely feedback/information on emerging clinical/scientific information and opportunities to internal stakeholders

Expectations for Senior-Level MSL (next-level responsibilities):

- Maintain high levels of performance on essential duties and responsibilities
- Appropriately balance core MSL role and Senior MSL role expectations
- Seek opportunities to provide clinical and scientific expertise on Impel's approved or late-stage products
- Strive to assist and support the upskilling of teammates and influence the business acumen of other partners without direct authority
- Maintain high levels of technical, clinical, and scientific expertise to support training of team and other business partners or to coach and train new employees when appropriate
- Provide medical support of payor meetings as needed
- Proactively identify and synthesize scientific or data for MSL team and Impel business partners
- Support the development of new and existing strategies for medical and other business partners through collection and assimilation of clinical insights
- Lead and/or participate on project teams that support MSL strategies and tactics as delegated by MSL leadership

EDUCATION, EXPERIENCE AND/OR SKILLS REQUIRED AND PREFERRED

- **LOCATION AND PREVIOUS TERRITORY EXPERIENCE: *Upper Midwest***
- MD, PharmD, PhD, DO, NP/PA or MS with proof of certification and licensure
- Minimum 5 years of relevant biotech/pharmaceutical industry experience (8 years if Masters degree), preferably with recent therapeutic experience in migraine (with network), or other neurological disease state*
- History of collaboration/teamwork; reputation for successful partnering with internal and external stakeholders, including medical opinion leaders, large group practices, medical directors, payors and MCO professionals
- Experience working in a clinical practice or research setting, preferably in migraine or other neurological disease state
- Ability to work independently, as well as collaboratively and cross-functionally, within a rapidly developing and team-oriented environment
- Experience/expertise in interpretation of scientific data, market research, competitive intelligence tools, drug information systems, and developing medical educational strategies
- Full understanding of clinical research processes and GCP requirements
- Strong IT skills with various KOL CRM tools, and familiarity with technology platforms, required CRM dropdowns, and creative approaches to digital HCP outreach. Proficiency with Microsoft Office; in depth Word, PowerPoint & Excel skills also essential.



- A valid US Driver's License and a good driving record are required
- Where permitted by applicable law, must have received or be willing to receive the COVID-19 vaccine by date of hire

** Impel views prior service with the organization as relevant and valuable experience. Depending on the type of experience or role held, there may be instances where service is counted to a greater degree than the actual years total.*

CULTURAL COMPETENCIES

- **Collaborative:** Works together in an intersection of common goals by sharing knowledge, learning, and building consensus with others.
- **Flexibility:** Develops new or diverse strategies to achieve organizational goals. Able to lead in a changing and challenging work environment. Manages competing demands and unexpected events.
- **Ownership:** Demonstrates full ownership and takes accountability for the actions and execution of both self and the department.
- **Leadership:** Ability to be dynamic and visionary, and able to define clear and specific objectives, tasks, and responsibilities.
- **Initiative:** Measures self against a standard of excellence. Demonstrates persistence and overcomes obstacles, takes calculated risks to accomplish goals. Ability to work a demanding, primarily self-directed work schedule.
- **Professionalism:** Works well in a fast-paced environment; treats others with respect and consideration; accepts responsibility for own actions. Understands business implications of decisions, aligns work with strategic goals. Meets deadlines and commitments.
- **Communication Skills:** Clearly and persuasively communicates verbally and in writing. Listens and seeks clarification; manages difficult situations; maintains confidentiality. Demonstrated ability to present complex scientific and medical information to a range of audiences.
- **Problem Solving:** Conducts appropriate analysis and makes clear, consistent, and timely decisions.
- **Detail minded:** Demonstrates accuracy and thoroughness; monitors own work to ensure quality and organization. Strong attention to detail while multitasking.

PHYSICAL DEMANDS

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. Must have demonstrated ability to multitask in high pressure, changing conditions. Sitting, standing, stooping, and lifting of packages up to 30 pounds may be required.



WORKING CONDITIONS

When infrequently based in head office, expect a noise level typically moderate for offices and labs.

PRIMARY LOCATION & TRAVEL

This is a field-based position that requires travel over a broad geography. Must be willing to drive within assigned territory by automobile and travel within assigned and other territories by airplane. Travel up to 80% to meet the ongoing needs of the business, some of which may be international, so a current passport is required.

