

Belgium Jobs Expertini®

Senior Manager, Medical Affairs - Global Expansion (Remote/Flexible)

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Company: Insulet Corporation

Location: Belgium

Category: computer-and-mathematical

Insulet started in 2000 with an idea and a mission to enable our customers to enjoy simplicity, freedom and healthier lives through the use of our Omnipod® product platform. In the last two decades we have improved the lives of hundreds of thousands of patients by using innovative technology that is wearable, waterproof, and lifestyle accommodating. We are looking for highly motivated, performance driven individuals to be a part of our expanding team. We do this by hiring amazing people guided by shared values who exceed customer expectations. Our continued success depends on it!

Job Profile Title Senior Medical Affairs Manager, International

Business Title Senior Medical Affairs Manager, International

Department Medical Affairs

FLSA Status: Exempt

Position Overview:

The Senior Medical Affairs Manager International is accountable for developing and executing Medical Affairs strategy for a region (group of multiples countries) within International, with focus on existing and new distributor markets. They work with the local distributor companies to establish the creation of the strategy and related plans, and support the distributors in their execution of their local medical plan in alignment with the business objectives of the Insulet distributor market team. The medical plan encompasses value-generating activities on medical education, evidence generation and dissemination, HCP and KOL engagement, and internal knowledge and insights translation. The Sr Regional Medical Affairs Manager leads, aligns with and influences distributors as well as a number of

internal cross-functional partners (commercial, marketing, market access, regulatory, sales excellence) within international to ensure proper execution of the medical plans by the distributors.

This role works closely with International and other in-country Medical Affairs colleagues to lead the development of robust distributor launch plans for new products, and executes them with excellence.

The Sr Regional Medical Affairs Manager also supports and advises the business assessments and related workstreams to expand to more countries from a medical and KOL engagement point of view.

The Sr Regional Medical Affairs Manager is a key member of the distributor market leadership team. They work closely with the distributors to ensure the information, education, and research needs of HCPs are met and to ensure scientific and technical training needs of commercial and advocacy organizations are identified and met.

Additionally, this individual has leadership responsibilities within the International Medical Affairs team. They will be responsible to lead a team in the development and successful execution of medical strategies and tactics that have wide-international scope, such as international medical education programs.

They will have and maintain an in-depth understanding of diabetes, the current and future treatment landscape along with ongoing clinical research with a focus on the diabetes device market.

Geographical scope for existing distributor markets includes Italy, the Nordics, Greece, Croatia and Israel. Expansion to new distributor markets might cover other European and Asian countries.

Responsibilities

Supervise international Medical Affairs staff focused on delivering the medical objectives for the region by providing direction, guidance and oversight of assigned projects and accountabilities – with primary focus on medical education

Develop and lead the execution of the Medical Affairs strategy at a regional level through cross-functional collaboration and influence

Lead, establish and ensure the execution with and by distributors of the local medical education plans for all distributor markets: educate HCP with online/in-person blended offerings (on-demand, webinars, Peer-to-Peer training), deliver medical education at

congresses and symposiums, product training with generation and delivery of medical content

Inform & strategize evidence generation plans, in answer to fulfil market access, regulatory and marketing needs

Support the local execution of Insulet-sponsored and Investigator-Initiated trials

Disseminate evidence

Identify and engage with HCP to inform and seek advice on the company's solutions, through the execution of advisory boards, clinical activity, scientific Exchange and educational Events

Establish and maintain credible peer-to-peer scientific relationships with national KOLs

Build confidence and advocacy among key external influencers (KOLs)

Build and share knowledge with internal and external stakeholders regarding the use and benefits of current and future Insulet products

Work collaboratively with cross-functional partners

Translate clinical data into scientifically sound, tangible insights and claims

Review and approve externally-facing materials for scientific and medical accuracy

Answer HCP medical queries

Assist with distributor events such as pump clinics, pump support groups, info sessions, in-office educational events, patient info nights, advocacy events, etc.

Maintain a thorough and detailed working knowledge of the organization and its products, current scientific research and publications

Performs other duties as required

Key Decision Rights

Final Medical Strategy and plans for the distributor markets

Required Leadership/Interpersonal Skills & Behaviors

Proven leader in Medical Affairs including developing and leading the implementation of

medical strategy.

Demonstrated ability to integrate, lead and influence in a challenging cross-functional environment and complexity of different markets

Ability to coach and lead a team of medical professionals

Excellent written and verbal communication skills

Combined strategic thinking and execution skills

High ethical standards which apply to interactions with HCPs, payers, and industry representatives

Required Skills and Competencies

Combined strategic thinking and execution skills

High ethical standards which apply to interactions with HCPs, payers, and industry representatives

Broad understanding of the international commercial and regulatory environment for medical devices

Commercial acumen and to work with a fast and agile team working on distributor markets

Education and Experience

Demonstrated relevant or equivalent to Medical Affairs experience in the diabetes pharmaceutical or medical device industry

In-depth understanding of the diabetes disease state, the current/future treatment landscape, and ongoing clinical trials/research

Understanding of the regional medical practice and clinical decision-making regarding patient care for diabetes

MD, PharmD, PhD or MS in life science /or an equivalent combination of education or experience

Additional Information

The position is remote. The preferred location is Germany, Switzerland, Austria, France, Belgium, the Netherlands or the United Kingdom.

Travel is estimated at 50% within International, but will flex depending on business need.

NOTE: This position is eligible for 100% remote working arrangements (may work from home/virtually 100%; may also work hybrid on-site/virtual as desired). #LI-Remote

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