

Associate Director, Medical Science Liaison #3343

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Company: GRAIL

Location: London

Category: other-general

GRAIL is a healthcare company whose mission is to detect cancer early, when it can be cured. GRAIL is focused on alleviating the global burden of cancer by developing pioneering technology to detect and identify multiple deadly cancer types early. The company is using the power of next-generation sequencing, population-scale clinical studies, and state-of-the-art computer science and data science to enhance the scientific understanding of cancer biology, and to develop its multi-cancer early detection blood test. GRAIL is headquartered in Menlo Park, CA with locations in Washington, , North Carolina, and the United Kingdom. GRAIL, LLC is a wholly-owned subsidiary of Illumina, Inc. (NASDAQ:ILMN). For more information, please visit .The Associate Director/Director of Medical Science Liaisons (MSLs) is a people leadership MSL role. The primary responsibility of the AD/Dir-MSL is to lead a new team of Medical Science Liaisons to engage, educate, and support GRAIL's key stakeholders within the UK medical community. This includes healthcare professionals, External Experts and Thought Leaders in the field of early cancer detection, and healthcare institutions with a key focus on HCPs within NHS England. The Director will work closely with the NHS and other strategic partners to ensure the successful implementation and adoption of GRAIL's Multi-Cancer Early Detection (MCED) test. Together with their newly created MSL team, the AD/Dir's primary role will be to educate HCPs on the most current clinical, scientific, and health economic materials supporting the clinical value and appropriate safe and effective utilization of GRAIL's product(s). This is completed through direct education with slides, abstracts, and publications relevant to GRAIL's products and services, responding to unsolicited questions, participating in the

development and creation of educational content, partnering with the Medical Affairs trainer to train speakers/educators as needed, and identifying opportunities for collaboration on educational projects and other projects of mutual interest. In addition to functioning as the lead for this new MSL team, in this field-based position the AD/Dir-MSL will also develop and execute an effective Territory Management Plan within the London region, and will support these activities for their field-based MSL direct reports. Within GRAIL, the AD-MSL will provide medical support to a range of functions, including Medical Affairs, the Commercial organization, and Clinical Development. The AD/Dir-MSL will partner with Medical Affairs colleagues to ensure the UK MSL field team provides necessary and appropriate medical resources across the UK. This position will ensure that all interactions and activities in the territories adhere to corporate and healthcare compliance guidance, including those related to clinical trials, scientific interactions with internal and external groups, and responses to unsolicited requests for medical/scientific information. Requisitions Partner with the UK Medical Affairs leadership to identify, recruit, on-board, mentor and build a best-in-class team of MSLs within the UK. Manage day-to-day MSL team operations, T&E, and budget requirements. Provide strategic guidance and support to the MSL team in aligning their activities with GRAIL's goals and objectives. Foster a culture of collaboration, professionalism, and excellence within the MSL team. Ensure the MSL team maintains expertise in the latest scientific and clinical developments in the field. Ensure that all activities of the MSL team comply with relevant regulations and industry standards. Generate and maintain accurate records of interactions with healthcare professionals and institutions. Build and evolve appropriate tools and systems and metrics to support efficiency of field team activities. Contribute to the development of strategic plans and initiatives to support the successful adoption of GRAIL's multi-cancer early detection test within the NHS and other healthcare systems. Maintain knowledge of cancer diagnostic guidelines Provide technical and scientific support to HCPs within the London area Identify and establish relationships with key opinion leaders (KOLs) and key healthcare professionals in the oncology, diagnostics and cancer screening field. Facilitate scientific and clinical discussions with KOLs to educate them about GRAIL's multi-cancer early detection test and its benefits, building advocacy for the medical value of GRAIL's approach. Collaborate with NHS healthcare trusts, Cancer Alliances, academic centers, and clinical trial sites to facilitate partnerships and collaborations in line with company goals. Attend and represent GRAIL at medical conferences, meetings, and industry events to communicate the medical value of GRAIL's products, foster

professional relationships and strategic partnerships..Develop and deliver educational programs and materials ensuring healthcare professionals are well-informed about GRAIL's science, technology and clinical trial evidence supporting multi-cancer early detection (MCED). Capture and disseminate actionable field insights that inform GRAIL strategy. Summarize and communicate complex medical messages and position them in the best possible manner to enable clear and concise understanding by both external audiences and partners within GRAIL. Preferred Qualifications 3+ years of industry experience as a diagnostics or pharmaceutical Sr. Medical Science Liaison (or equivalent).Previous MSL team leader (or equivalent) experience strongly preferred. Prior experience as an MSL in the introduction of novel new clinical products, and experience with MCED, is highly desired. Advanced scientific degree (CGC, PhD, or equivalent degree), experience in oncology, genomics, diagnostics, cfDNA-based applications, or similar applied medical fields strongly preferred. Experience building relationships with and translating complex concepts and data to HCPs within the NHS. Strong leadership skills and demonstration of effectively leading people and teams in complex highly matrixed environments strongly preferred. Demonstrated ability to motivate teams to deliver best-in-class results in fast paced rapidly changing environments. Excellent communication and presentation skills - exhibits professional maturity, confidence, and competence. Strong conflict resolution skills. Outstanding oral presentation skills. Strong problem-solving skills, good attention to detail, time management skills. Ability to apply advanced knowledge of GRAIL's product specifications.Ability to work independently and remotely while maintaining a strong teamwork ethic and building cohesive and effective team culture.Flexible to changes in an ever changing dynamic environment. Multi-dimensional in abilities to work in a fast-paced environment. Learning mindset, open to training and becoming an expert across customer types. Based on the role, colleagues may be eligible to participate in an annual bonus plan tied to company and individual performance, or an incentive plan. We also offer a long-term incentive plan to align company and colleague success over time.

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