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Medical Science Liaison, UK

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Company: Genomic Health, Inc.

Location: United Kingdom

Category: other-general

Help us change lives

At Exact Sciences, we're helping change how the world prevents, detects and guides treatment for cancer. We give patients and clinicians the clarity needed to make confident decisions when they matter most. Join our team to find a purpose-driven career, an inclusive culture, and robust benefits to support your life while you're working to help others.

Company Overview

Exact Sciences is dedicated to delivering patient critical answers across the cancer journey from early detection to treatment decision making. With a strong focus on people and an empathetic spirit, which fuels the company's culture, driving them to create and deliver solutions rooted in the needs of patients, providers, and families.

From earlier cancer detection to treatment guidance and monitoring, Exact Sciences are helping people get the answers they need to make more informed decisions across the cancer continuum. With a leading portfolio of products for earlier detection and treatment guidance, they help people face the most challenging decisions with confidence with a dedication to continuously innovate, combining scientific rigor with an open-minded approach to deliver the next big thing.

Exact Sciences is continuously expanding the pipeline with the aim of tackling a wider array of cancer tests through the following measures:

Expanding the Oncotype IQ platform to include liquid and tissue-based tests, all with the goal of making cancer care smarter.

Adapting biomarker-based technologies create a liquid biopsy capable of detecting

cancers and precancers from a blood sample.

Using their proven multi-marker approach to achieve analytical sensitivity needed to discriminate between normal and cancerous samples.

Collaborating with world-class clinicians and scientists at Mayo Clinic to identify biomarkers associated with the 15 deadliest cancers.

Building a cancer detection platform upon learnings from the development of Cologuard® (commercially available in the US only).

By 2020, Oncotype DX will have been used to guide treatment decisions for more than 1 million cancer patients worldwide in breast, prostate and colon cancer.

In July 2019 Exact Sciences acquired Genomic Health, a genetic cancer detection company based in Redwood City, California, for USD 2.8 billion, creating the leading global cancer diagnostics company.

In 2020 Exact Sciences acquired Thrive Earlier Detection Corp., a Massachusetts-based healthcare company, in a multi-billion-dollar deal, and Base Genomics, which has technology for DNA methylation analysis.

In February 2021 Exact Sciences announced the acquisition of Ashion Analytics, LLC (Ashion) from The Translational Genomics Research Institute (TGen), an affiliate of City of Hope.

Ashion is a CLIA-certified and CAP-accredited sequencing lab based in Phoenix, Arizona with the genomics testing capabilities necessary to address the increasingly complex needs of clinical, academic, and biopharma customers focused on precision cancer treatments.

The company is based in the United States, with International headquarters in Zug, Switzerland.

Position Summary

Representing the medical function, the MSL will act as a medical/clinical education liaison to external and internal stakeholders, while supporting commercial business and reimbursement objectives for the portfolio of products, most notably for breast and colorectal cancers. This role will engage with customers and colleagues across medical affairs and commercial groups to provide medical and scientific support for our on-market as well as help launch newer products into the international region.

Near term business objectives include supporting growth of the Oncotype DX Breast Recurrence Score® assay by providing medical information and education through

scientific exchange in a fair-balanced manner to Medical Oncology, Surgeons, and Pathology Key Opinion Leaders as well as other healthcare professionals. In addition, the role supports the company's R&D and investigator-initiated studies in the development and commercialization of genomic assays that lead to improved treatment decisions for oncology patients.

To be an effective business partner MSLs develop and maintain outstanding knowledge of Exact Sciences products, competitor products, and other diagnostic options within therapeutic areas. MSLs must also maintain an in-depth understanding of the medical strategy and broader Exact Sciences strategy to ensure their own activities are coordinated and aligned. MSLs must be professionals with integrity and scientific credibility to interact with thought leaders, government health authorities, and medical centers of excellence.

Responsibilities/Duties

Include, but are not limited to, the following:

Inline Product & Team Support Deliver education of the broad healthcare provider (HCP) community, such as key opinion leaders (KOL's), oncologists, pathologists, surgeons, nurses, and payors regarding Exact Sciences products as permissible by local laws and regulations. Serves as external, credible scientific expert on disease area and Exact Sciences products at HCP field meetings, key medical and scientific conferences, advisory boards, clinical investigator meetings and patient advocacy group meetings. Responds to unsolicited requests for medical information on Exact Sciences products in a credible, balanced/objective manner. Participate in the development and execution of a KOL outreach plans. Identify and map KOL, other stakeholder, key accounts as well as patient referral patterns and pathways. Maintain and develop synergistic relationships with KOLs to expand research, advisory, and educational partnership opportunities. Support medical-marketing initiatives, such as conference planning and support, medical education content development, faculty speaker training, sales training, reimbursement initiatives. Work with medical directors to take complex medical messages and position them to enable clear and concise understanding by both external audiences and partners within Exact Sciences. Stay abreast of new clinical developments, publications, and market trends to be a conduit for the greater medical team and other internal teams for review of these developments. Assist with set up and delivery of advisory boards, speaker trainings, and external payor reviews, as needed. Support preparation and presentation of medical review slides and materials at national sales meetings, pre-conference meetings, and field sales conference

calls. Attend, develop summaries of, and present key medical findings from scientific congresses. Gather and interpret new clinical data from conferences and literature, as well as competitive intelligence, and report back on findings to medical affairs and marketing stakeholders.

Pipeline & Clinical Trials Support Identify physicians currently managing patients with breast and colorectal cancer and cultivate a network of experts at academic and community centers to identify new trial sites and/or drive patient referrals and rapid enrolment. Delivers medical / scientific training to clinical study sites and provide input to key internal stakeholders on training materials for clinical trials, products in development, therapeutic areas, and disease state as outlined by the trial sponsor. Establishes and maintain strong working relationships with Principal Investigators (PIs) and clinical trial sites to support the enrollment and conduct of Exact Sciences clinical studies. Facilitate escalation of investigator questions/concerns, recruitment/retention initiatives and clinical site & investigators meetings as it relates to recruitment strategies.

Minimum Qualifications

Advanced degree in clinical specialty (PharmD, PhD, MD) with clinical experience.

3-5+ years' experience as an MSL/CTL or senior clinical development role.

3+ years Oncology experience required.

3+ years of experience in pharmaceutical industry with knowledge of clinical research design and conduct.

Preferred Qualifications

Experience in Diagnostics or Biotech industry is a plus.

Skills

Excellent oral, written and presentation communication skills. Excellent English, multiple languages preferred.

Proficient use of Microsoft Office Suite and other IT systems.

Experience with VEEVA systems is a plus.

Ability to independently deliver quality results in a timely manner.

Ability to work as part of a team.

Cultural Impact

Highest integrity and ethical behavior.

Mutual respect for colleagues.

Collaborative within teams, uses resources carefully and can build a great place to work and grow.

Ability to interact within culturally diverse teams.

Business acumen and innovative mindset. Ability to manage through complexity and ambiguity, while focusing on the end goal.

Discretion with sensitive and confidential information.

Other

Ability to travel 60-70% % of working time away from work location, may include overnight/weekend travel.

#LI-TK1

Our success relies on the experiences and perspectives of a diverse team, and Exact Sciences fosters a culture where all employees can develop personally and professionally with a sense of respect and belonging.

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