



POSITION: Medical Science Liaison **DATE:** January 2022
Desired Territory: MidAtlantic/Northeast

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

DEPARTMENT: Medical Affairs

ACCOUNTABILITY OBJECTIVE:

Impel Medical Science Liaisons (“MSL”) will 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. MSLs will be responsible for providing strategic messaging and education to engage KOL individuals in their assigned territories. Additionally, s/he will provide clinical and scientific support for Impel and the Medical Affairs department at the direction of Medical Affairs management. The MSL will be 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 discussions and assessment of the therapeutic area and where targeted products fit into their treatment protocols
- 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
- Collaborate with internal development teams to enhance patient enrollment in Impel-sponsored clinical trials. This includes identifying appropriate trial sites and interacting with investigators in ongoing studies.



- 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.

EDUCATION, EXPERIENCE AND/OR SKILLS REQUIRED AND PREFERRED

- **DESIRED LOCATION AND PREVIOUS TERRITORY EXPERIENCE: MidAtlantic/Northeast region**
- MD, PharmD, PhD, DO, NP/PA or MS with proof of certification and licensure
- Minimum 2 years of relevant biotech/pharmaceutical industry experience including specific recent therapeutic experience in migraine (with network), or other neurological disease state preferred
- MSL-BC (Medical Science Liaison Board Certification) strongly desired
- 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 may be helpful
- 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

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. **Desired territory includes the MidAtlantic/Northeast region.** 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.