LivaNova

Health innovation that matters

Job Title Medical Science Liaison (M.S.L.) Cardiopulmonary (C.P.)

Location Field Based - Australia New Zealand (Sydney, Melbourne or Brisbane)

Details

Job Summary

This position is pivotal to the continued success and growth of the C.P. business across the A.N.Z. region. The M.S.L. will be based remotely within the region and will take responsibility for field-based Medical Affairs activities within the C.P. franchise. There is an expectation of >70% of Medical Affairs Liaison time to be spent in the field with Health Care Professionals (H.C.P.). Reporting to the A.N.Z. Medical Science Liaison Manager, the person will be responsible for providing high level scientific, clinical and technical support to external and internal customers, developing and managing relationships with Key Opinion Leaders (K.O.L.s), and providing advice for emerging clinical applications related to the C.P. product range.

Key Duties and Responsibilities

1) Scientific, Clinical & Technical Support (~60%)

- Provide in-depth scientific and technical information on LivaNova product data to H.C.P.s upon request
- Surgical-case coverage, follow-up support and troubleshooting of LivaNova products
- Provide expertise in all aspects of LivaNova C.P. products and troubleshooting techniques
- Provide support with clinical investigations and commercialization efforts ensuring completion of necessary documentation in accordance with all LivaNova and local regulatory standards
- Regularly educate and update clinicians on new product releases including hardware and software modifications
- Provide technical advice by telephone or email when required including 'out of office hours' support
- Deliver lectures/presentations on clinical and scientific topics, ensuring content approval from LivaNova compliance process
- Organise and manage Advisory Board meetings and round-table discussions with appropriate H.C.P.s to gather business relevant information and stimulate scientific exchange
- Assist in the organization and scientific support of key external events such as satellite symposia. Responsible for agenda and meeting content
- Organise and participate in external education and training events
- Facilitate development of Investigator Initiated Research proposals in line with the LivaNova strategy
- Facilitate and support publication of clinical data in line with LivaNova strategy
- Liaise between R&D and clinicians to coordinate beta testing and feasibility studies – develop protocols and recruit centres for clinical trials

2) Key Opinion Leader engagement (~20%)

- Establish and maintain relationships with K.O.L.s within the C.P. area
- Identify new K.O.L.s for development in line with LivaNova strategy
- Develop and maintain K.O.L. engagement plans
- Attend appropriate scientific congresses to interact with K.O.L.s and develop knowledge regarding the wider disease area and competitor information. Provide written reports post congress for internal staff
- Collaborate with and involve selected K.O.L.s in strategic meetings
- Develop K.O.L. advocacy through provision of scientific and clinical information and involvement in appropriate medical affairs activities
- Collaborate with Marketing and Sales team on K.O.L. development for non-Medical Affairs owned activities

3) Business Support (20%)

- Develop and maintain high level of knowledge of LivaNova products for the C.P. area including awareness of the competitive landscape
- Provide Marketing with competitive intelligence discovered in the field
- Attend and contribute Medical Affairs advice to national/regional meetings
- Provide guidance regarding appropriate speakers for national/international congresses and workshops in order to spread and enhance scientific exchange
- Provide internal training for LivaNova C.P. staff ensuring a high level of clinical and product knowledge within the C.P. team
- Educate and train LivaNova non-C.P. staff as required
- Develop national/regional Medical Affairs plans in alignment with local strategy
- Contribute to scientific dossiers and reports for market access submissions
- Maintain open, effective communication and support all LivaNova functions, including Regulatory Assurance, Quality Assurance, and Product Development
- Where required, localise instructions for use, physician and patient manuals, and other system documentation as required ensuring CRB approval prior to distribution
- Conduct work within the LivaNova Code of Business Conduct and Ethics policy and regional laws

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Education and Experience

- Required - Perfusion certification, degree in a medical or science field (such as chemistry, biology, medical technology),
- Required – minimum 3 years as a hospital Perfusionist
- Ideal - Healthcare industry experience, ideally in a field-based position
- Fluent in English language

Essential Skills and Abilities

- Proficient with Microsoft Word, Excel, and PowerPoint
- High level verbal, written, analytical and interpersonal skills
- Experience developing and maintaining relationships with clinical leaders
- Excellent work ethic
- Able to understand and communicate clinical and scientific data
- Ability to conduct clear and concise scientific discussions
- Able to interact professionally and skilfully at all levels
- Clear strategic thinker; able to rapidly gain an understanding of the business and its competitive environment, with the ability to translate vision into action
- The ability to work in a dynamic, multicultural team and within a matrix structure
- Goal and results orientated
- Motivated, mature and energetic with the ability to work well under pressure and deliver results to tight deadlines in a rapidly changing environment
- Confident, committed, entrepreneurial and creative.
- Able to decide “safe, right and fast” based on data analysis and experience
- Ability to work autonomously
- Ability to work collaboratively and engage a team
- Strong organisational skills including time management, workload prioritisation, responsiveness, multi-tasking and flexibility
- Ability to travel approximately 50%