



Position: Associate Director, Medical Science Liaisons – Allergy/Food Allergy/Immunology (Eastern US)

Role Summary

Reporting to the US-based Sr. Director, Global Head of MSLs, the Associate Director (AD) MSL, is part of a regionally highly skilled and experienced Allergy/Immunology-focused Medical Science Liaison (MSL) team at Aimmune Therapeutics. This role provides a unique opportunity to help build-out an innovative, agile and regionally focused MSL team that effectively meets the needs of the rapidly changing health-care /biotech landscape in the area of Allergy/Food-Allergy/Immunology.

The focus of this role is field-based scientific exchange, for which the AD, MSL will leverage their scientific background, industry knowledge, and business acumen to act as a scientific resource to Scientific Experts (SCEs), while gathering insights that inform Scientific Objectives (SOs) and strategic decision making by Medical Affairs. The AD, MSL is expected to communicate seamlessly with other members of the field based organization, and act as a leader and coach within the MSL team. Our global presence provides opportunity for all employees to collaborate internationally, offering visibility and opportunity to directly contribute to the company's success.

Responsibilities include:

Customer Interactions and Scientific Exchange:

- The overarching objective of the Associate Director MSL is to be in the field conducting scientific exchange with prioritized SCEs. Therefore, the principal effort of the MSL will be focused on planning, preparing for, and conducting field based interactions and scientific exchange in support of the TA Scientific Objectives (SOs). Specific aspects of the role include, but may not be limited to:
 - Proactively conduct scientific exchange with SCEs to support the SOs; as guided by their tactical medical engagement plan.
 - Establish and maintain scientific relationships with SCEs, while developing a strong understanding of territory specific healthcare systems and clinical practices related to patient care, disease management, treatment protocols, and research interests.
 - Act as a scientific resource to SCEs and HCPs to reactively answer specific questions on TA or disease state topics and Aimmune's compounds through scientific exchange.
 - Provide disease state education on topics related to TA Scientific Objectives.
 - Act as a scientific resource to Scientific Experts at payer accounts and integrated delivery networks when requested.

Collaboration:

- The AD, MSL collaborates with the field based medicine team, appropriate Commercial personnel, and the broader organization – in a seamless and efficient manner. Specific aspects include:

- Collaborate within the TA MSL Team, on all aspects of planning, execution, sharing of best practices, and insight generation related discussion in order to understand the breadth of insights, potential impact, and to stimulate scientific exploration.
- Collaborate to provide field based scientific expertise for key accounts, as required. Learn about new and evolving customers and the changing medical needs of such customers.
- Collaborate with Commercial personnel to provide scientific support for internal and external activities where there is a defined and appropriate scientific role for FBM.
- Collaborate with FBM Operations, as appropriate.

Planning and Support:

- Develop a tactical customer-centric medical engagement plan for their geography in alignment with management and provide internal and external scientific support – as required. Specific aspects of the role include:
 - Develop a territory specific medical engagement plan for scientific exchange with prioritized SCEs, which supports the TA Scientific Objectives (SOs).
 - Assess SCEs that are appropriate to interact with as part of the medical engagement plan.
 - Proactively monitor and adjust tactical medical engagement plan to better achieve TA Scientific Objectives.
 - Support identification of training needs to effectively engage in scientific exchange.
 - Maintain regular communication with the regional TA MSL Team, to review ongoing activities and insights, share best practices, and communicate learnings.
 - Interact with current Aimmune study investigators to maintain site engagement and address any unsolicited trial related questions, and with potential study investigators to discuss potential Aimmune study concepts or protocols.
 - Facilitate logistical communications between Aimmune and HCPs regarding Investigator Initiated Studies (IIS), External Collaborative Research, and company study contracts.

Insight Generation and Reporting:

- Identify, document, discuss, and communicate scientific insights as guided by the TA Scientific Objectives. Specific aspects include:
 - Document field generated scientific insights within appropriate system(s), and communicate to appropriate internal stakeholders, as required.
 - Participate in the discussion of scientific insights gathered by the TA MSL team, in order to understand the breadth of insights, potential impact, and to stimulate scientific exploration, as directed by management Support communication of scientific insights across the Medical and Commercial organizations, as directed by management.
 - Identify and communicate operational understanding of healthcare systems with field based Aimmune teams, including changes in the healthcare landscape and trends impacting delivery within the territory (i.e. new stakeholders impacting the delivery of or access to care).
 - Assist with scientific insight analysis efforts by reviewing and collating individual reports across the TA team.

Leadership and Coaching:

- The Associate Director MSL is expected to lead special Medical Affairs projects, MSL team activities, and serve as a coach and mentor to MSL colleagues – based upon strong field based competencies and scientific expertise. These accountabilities are performed while maintaining customer relationships and field based responsibilities. Specific aspects include:
 - Serve as a mentor for newly hired MSLs. Coaching and guidance may include:

- Customer relationship development best practices.
- Communication techniques for effective scientific exchange.
- Understanding healthcare delivery within complex systems.
- Territory medical engagement plan development.
- Serve as a scientific lead for the FBM team, within aspects of a therapeutic area or disease state, at the direction of the MSL Team Lead.
- Lead special projects as directed MSL Team Lead (i.e. FBM optimization initiatives, scientific analyses to advance understanding within the disease state, participate in scientific advisory boards, etc.).
- Lead insight reporting efforts by reviewing and collating individual reports across teams

Qualifications include:

- Candidate will be hired at level commensurate with experience
- Advanced science / clinical degree from an accredited institution (PharmD, M.D., DO, Ph.D.) with three (3) or more years' of relevant clinical or therapeutic experience (preferred), OR
- Masters level degree, from an accredited institution, in health sciences with five (5) or more years' of relevant clinical or therapeutic area experience, OR
- Combined BSc. with a MBA, or BSN with a MBA, from an accredited institution and seven (7) or more years' of relevant clinical or therapeutic area experience, or
- A PA from an accredited institution with five (5) or more years' of relevant clinical or therapeutic area experience.
- Three (3) or more years' experience as a MSL within the respective therapeutic area with primary emphasis on field based scientific exchange – required, five (5) or more years' preferred.
- Experience in a senior MSL role – preferred.
- Experience leading field based medicine or medical affairs projects, or mentoring MSLs – preferred.
- Knowledge of regional specific healthcare systems and clinical practices related to patient care – preferred.
- Able to readily interpret scientific data, understand the potential impact of data on clinical approaches and research needs, and communicate scientific data to broad audiences.
- Position is field-based with over 50% required travel to manage assigned geography. Easy access to large hub airport desired.
- Ensure FBM policies, procedures, and guidance is adhered to.
- Incorporate compliance and ethical decision-making into all business practices, and seek appropriate advice and counsel on new proposed activities.

About Aimmune Therapeutics, Inc.

Aimmune Therapeutics is a clinical-stage biopharmaceutical company founded to address the unmet medical need in food allergy, which currently has no approved treatments. Our mission is to improve the lives of people with food allergies, based on our proprietary desensitization treatments in development. Aimmune's lead investigational drug for peanut allergy, AR101, is in Phase 3 clinical testing in North America and Europe. Headquartered in the heart of San Francisco's biotechnology hub, Brisbane, California, Aimmune has additional offices in the Kings Cross area of London, and in Raleigh, North Carolina.

Qualified candidates should forward a resume and cover letter, including a statement of interest, availability, and experience to Human Resources (careers@aimmune.com) with the job title in the subject line.

Aimmune Therapeutics is an Equal Opportunity Employer. Principals only; no recruiters please.