



**Position: Associate Director, MSL (EU)**

**Reports to: Senior Director, Global Head of MSLs and VP EU Medical Affairs Director**

**Location: London, UK**

### **Summary**

Located in the London, United Kingdom office and member of the EU Medical Affairs Team.

Reporting to the US-based Sr. Director, Global Head of MSLs and the VP EU Medical Affairs Director, the Associate Director (AD) MSL, is part of a regionally based 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 Aimmune within the Food-Allergy & Immunology therapy area.

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 External Experts (EEs), while gathering insights that inform medical strategic plan and to ensure the MSL roles in the implementation of the plan. The AD, MSL is expected to act as a leader and coach within the MSL team.

### **Specific Responsibilities:**

#### **Customer Interactions and Scientific Exchange:**

- The overarching objective of the Associate Director MSL is to be in the field conducting scientific exchange with prioritized EEs. Therefore, the principal effort of the MSL will be focused on planning, preparing for, and conducting field based interactions and scientific exchange in alignment with EU Medical Strategic Plan. Specific aspects of the role include, but may not be limited to:
  - Provide input to EU External Expert Planning and to take ownership of these plans to ensure its implementation
  - Proactively conduct scientific exchange (post label approval) as guided by their tactical medical EE plan. At pre-label approval stage, to only undertake reactive response on specific questions on Aimmune products or pipeline
  - Establish and maintain scientific relationships with EEs, while developing a strong understanding of territory specific healthcare systems and clinical practices related to patient care, disease management, treatment protocols, and research interests
  - 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 within the medical team and their MSLs, R&D and Commercial personnel, and the broader organization – in a seamless and efficient manner. Specific aspects include:

- Collaborate within their MSL and the wider Medical 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. This include input to Commercial led projects, 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 EEs, which supports the Scientific Objectives in alignment with EU Medical Strategic Plan.
  - Proactively monitor and adjust tactical medical engagement plan
  - Support identification of training needs to effectively engage in scientific exchange
  - Interact with current Aimmune study investigators (where and when appropriate) 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
  - Assist with scientific insight analysis efforts by reviewing and collating individual reports from MSL team

### **Leadership and Coaching:**

- The Associate Director MSL is expected to lead MSL team activities, and to coach / mentor MSL. 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

### **Qualifications / Requirements:**

- Candidate will be hired at level commensurate with experience
- Advanced science / clinical degree from an accredited institution (PharmD, M.D., BSc, MSc, Ph.D.) with 8 or more years of pharmaceutical therapeutic experience (preferred), within that 5 or more years' experience as a MSL within the respective therapeutic area
- Experience of leading and mentoring MSLs in a MSL management role is preferred

- Knowledge of specific healthcare systems across Europe will be 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
- Excellent understanding and practice of pharmaceutical ethical & compliance in behaviours, policies, procedures, and guidance as per EFPIA and or UK ABPI Code of Practice

### **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 recently announced positive top-line data from its pivotal Phase 3 PALISADE trial for AR101, the company's lead investigational drug for peanut allergy. 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](mailto:careers@aimmune.com)) with the job title in the subject line.**

Aimmune Therapeutics is an Equal Opportunity Employer.

Principals only; no recruiters please.