**Regional Medical Specialist**

Initial posting on 6/3/21;

Expires on 8/26/21

Myriad Pharmaceuticals

Boston, MA

Full Time

The Regional Medical Specialist (RMS) functions as a field-based member of the Medical Affairs department within the Oncology business unit. This position requires field travel 20-30% and home office work, with up to 80% of time spent with customers and key opinion key interactions. Most travel is within a defined geographical region, but additional travel may be required for occasional coverage assistance, educational or corporate meetings.

Link to apply: <https://ekgn.fa.us6.oraclecloud.com/hcmUI/CandidateExperience/en/sites/CX_1/job/1194/?utm_medium=jobshare>

Responsibilities

The primary responsibility of the RMS is to support business unit and corporate strategic initiatives and provide customer support by:

* Helping providers understand and utilize a consistent process for assessing patients’ risk for hereditary cancer syndromes, explaining test results and discussing relevant medical management options.
* Providing ongoing, up-to-date education to customers thereby increasing awareness of, and access to, genetic and personalized medicine tests for appropriate patients.
* Establish and build relationships with local, regional and national KOLs.

Each employees’ specific job responsibilities are uniquely defined by their individual training plan and assigned duties which are subject to change as business unit strategies change, but are generally defined as the following:

* Territory Management and Customer Support Recognizes and responds to customer requires within 24-48 hours; documenting all interactions.
* Determines appropriate and effective RMS interventions to achieve customer and company goals.
* Plans and evaluates all focus plan accounts, customer interactions and develops a plan for follow-up.
* Demonstrates clinical knowledge of Myriad’s products and the science behind them.
* Appropriately uses all available resources (clinical summaries, slide decks, professional guidelines, etc.) to support customer education and knowledge.
* Identifies opportunities for customer engagement, growth and education.
* Effectively manages travel and maintains expenses within appropriate budget.
* Strategic Partnership with Sales Collaborates with sales to identify accounts for area of primary focus and KOL engagement and develops educational plans
* Attends sales meetings and partners with area sales manager (ASM) and marketing to facilitate and/or present information, as needed
* Educates sales team on current clinical practice, guideline advancements and aids sales training
* Shares field practices with sales partners to elevate their skill set
* Leadership: Business Unit Alignment, Organizational Impact Fully support and participates in the implementation of business unit initiatives.
* Prioritizes interventions and area of focus according to company direction and needs.
* Active member of Medical Affairs community through best practice sharing on regional and national calls.
* Stays current on research in oncology-related topics as it relates to the area of focus for the position.
* Review literature for publications that impact our business.
* Collaborates with marketing team on development and review of marking materials, as needed
* Attends scientific conferences to further professional development, meet initiatives of the business unit and engage with KOLs.
* Member of relevant professional organizations
* Identifies personal strengths and interests and works with manager to seek opportunities to contribute to professional growth, team and company goals.

Qualifications

* Supporting documentation for the education and experience requirements are maintained in the employee’s personnel file.
* Advanced degree required: (i.e. APP, PA or NP, MS in Genetic Counseling) in a relevant scientific and clinical discipline.
* Pursue and maintain relevant CEUs.
* A minimum of three years post-graduate clinical experience
* Advanced training and/or experience in clinical cancer care and hereditary risk assessment.
* Deep understanding of genetics/genomics, genetic testing, and service delivery models.
* Ability to identify, analyze, and translate specific territory and corporate needs to support both internal and external customers and achieve business and clinical objectives.
* Excellent written and verbal communication skills
* Willing and able to travel 2-3 days per week, occasional weekend for conferences/meetings.
* Preference for candidates with existing relationships with thought leaders in oncology field.
* Industry experience in oncologic companion diagnostics desirable
* General oncologic pharmacology knowledge as preferred

Physical requirements: Significant Work Activities

* Continuous sitting for prolonged periods (>2 consecutive hours in an 8-hour day)
* Keyboard use (greater or equal to 50% of the workday)
* Driving personal vehicle/rental care and flying across the U.S.
* Travel: Yes, 30% of the time
* Job Type: Experienced
* Schedule: Full-Time

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