



GESELLSCHAFT FÜR PHARMAZEUTISCHE MEDIZIN E.V.

Recommendations on Medical Affairs Job Profiles in Austria

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Preamble

- Medical Affairs is an independent function within a pharmaceutical company and the pharmaceutical industry, but works closely with all other functions
 - The following points represent current requirements for various job profiles in Medical Affairs in Austria
 - These requirements are intended to uniformly define the relevant job profiles
 - The creation of these recommendations strengthens the role and ultimately the quality of Medical Affairs
 - The publication of these recommendations is also intended to make the job profiles known to health care professionals (HCPs) and potential applicants
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Job titles

(the list is not exhaustive)

- Medical Science Liaison or Medical Scientific Liaison (MSL)
- Regional Medical Liaison (RML)
- Field Based Medical (FBM)
- Medical Project Manager (MPM)
- Medical Advisor (MA)
- Medical Manager (MM)
- Medical Affairs Manager (MAM)
- Scientific Content and Liaison Manager (SCLM)
- Scientific Communications Manager (SciCoM)
- Medical Operations Manager (MOM)
- Medical Excellence Manager (MEM)
- Medical Information Manager (MIM)
- Clinical Research Scientists or Physician (CRS or CRP)
- Medical Affairs Professional (MAP)

Tasks: general comments

- Medical Affairs employs medical-scientific personnel who are deployed in scientific exchange and cooperation with HCPs
- In addition, Medical Affairs works closely with other functions in a company
- Medical Affairs attaches great importance to continuous internal and external training
- Advertising of pharmaceuticals as per §50 of the Austrian Drug Law (AMG) and the work of a pharmaceutical representative according to §72-74 of the AMG are not part of the tasks of Medical Affairs
- The successful implementation of Medical Affairs tasks is measured by specific quantitative and qualitative key performance indicators and not by revenue

Tasks: among others

(the list is not exhaustive)

- Medical information, communication and presentation of scientific data
 - Training and education
 - Active participation in international and national medical congresses and meetings as well as processing of the content
 - Support and/or planning and implementation of industry-sponsored clinical trials, non-interventional studies and real world data projects as well as support of academic studies
 - Creation and/or research and analysis of scientific publications
 - Gaining and sharing insights from discussions with HCPs in order to deepen the understanding of the needs of patients, HCPs, authorities and payers
 - Support and implementation of medical educational events, expert meetings and advisory boards
 - Establishing and maintaining networks with HCPs and other stakeholders in the healthcare system
 - Identifying unresolved, relevant medical challenges
 - Contribution to work around reimbursement of pharmaceuticals
 - Cooperation with patient organizations
 - Strategic development of the therapeutic areas
 - Development and/or scientific review of information materials
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Qualification

- Completed natural science degree, preferably Ph.D. level
 - Medical University of Vienna and GPMed offer the following ECTS-certified course in cooperation and once a year: *"Introduction to Medical Affairs and Pharmaceutical Medicine"*
 - Information and registration at: *clinical-research@meduniwien.ac.at*
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Job competencies

(not requirements)

- In-depth knowledge of the respective therapeutic area
 - Knowledge of clinical research
 - Knowledge of statistics and the interpretation and analysis of medical publications
 - Medical writing
 - Knowledge of the Austrian healthcare system and medical environment
 - Knowledge of the external and company-related internal regulations
 - Enthusiasm for science
 - High willingness for continuous training and personal development

 - Teamwork
 - High social skills, including conflict management
 - Strategic thinking and acting as well as an "open mindset"
 - Excellent communication skills and active listening

 - Presentation skills
 - Project management
 - Familiar and skilled handling of digital media & IT systems, such as MS Office
 - Business fluency in English
 - High willingness to travel
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