

Associate Medical Manager - Rare Blood Disorders

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Company: Sanofi

Location: Taiwan

Category: other-general

Job title:

About the job

Job Purpose:

The Associate Medical Manager is required to support the business in Taiwan by providing medical and technical support for the products in the defined therapeutic areas. This position helps to identify the medical gap and delivered excellent engagement skills to explore the medical needs, and then turn them into business strategies and messaging.

The Associate Medical Manager contributes to providing a high standard of medical support in the management of medical programs and Key Opinion Leaders (KOLs) engagement. This position needs to provide well strategic thinking in the translation of medical activities into impactful outcomes. The Associate Medical Manager needs to the development and implementation of the product strategy as a core member of the brand team.

The role is to be proactively involved in delivering medical and scientific advice and supports both globally and locally, internally and externally, to ensure that the short and long-term business goals of assigned products are achieved, and willing to undertake new strategies and tasks and execute them properly.

The position demands a good understanding of medical/scientific knowledge and excellent communication skills to facilitate the interaction/partnership among KOLs, Academia and Sanofi. The Associate Medical Manager is also responsible for ensuring the Company's

adherence to high standards of conduct in all its dealings with the medical profession and supporting health care disciplines, and with consumers.

Main responsibilities:

Clinical Development

Develop a scientifically valid post marketing clinical plan for assigned products to ensure the strategic business plan and critical success factors are effectively supported.

Develop and elaborate clinical protocols to be aligned with product strategies. Support CRM/CRA assigned in identification of resources, feasibility, estimation of required investment, investigators/KOLs interaction and trial conduction as required.

Review the medical appropriateness of investigator sponsored research projects and health outcome proposals in respect of the business goals.

Preview promotional materials, research reports and publications, when required.

Marketing Support

Provide medical/scientific and strategic input as a core member of the assigned Brand team.

Provide up-to-date medical/scientific input to the marketing plan for assigned products via participation in brand team activities.

Contribute to the implementation of marketing projects and take the lead on product related medical-marketing directions.

Identify key issues with regards to current and future market/competitor situations.

Identify and discuss with brand team appropriate product positioning and key strategies in line with business objectives.

Sales Support and Training

Participate in sales events when appropriate (strategy meetings).

Contribute to the development of an optimal customer service strategy together with field force effectiveness.

Provide ad hoc medical support and training for assigned products to the sales force and brand team to support sales opportunities and/or to avert business threat.

Identify with brand team the training needs for sales force and collaborate with training department.

Contribute to training programs for newly hired sales reps.

Opinion Leaders (KOLs) & Network

Develop lasting strategic relationships/partnerships with opinion leaders for assigned products.

In collaboration with Marketing team to establish speaker pools for strategic products.

Attend relevant external medical conferences, international and local.

Perform other duties as assigned by management.

Sanofi employee must understand of own roles and responsibilities in avoiding health risk (Health), preventing accidents (Safety) and environment protection (Environment).

Involved in any such activities must comply with HSE policy.

About you

Education:

Medical or doctor degree preferred, Master of Science diploma major in Pharmacy, pharmacology, nursing or other health care related fields required.

Experience & knowledge:

Minimum 3 years of successful Medical experience of branded company, or minimum 3 years of successful sales/marketing experience with branded company plus a master degree of pharmacy/pharmacology/ business administration.

Familiar with clinical trial related practices and regulations as well as recognize company's core value.

Familiar with health care system, including patient education and support.

Possess good administration, strategic thinking and planning ability.

Possess good communication and interpersonal skills.

Familiar with product and market related knowledge.

Possess good presentation skills.

Core competencies /skills:

Communication.

Initiative.

Teamwork/Collaboration.

Judgement/Problem Assessment and Problem Solving Skills.

Technical and Professional knowledge.

Customer Service Orientation.

Sanofi Behaviors and Skills

This position is required to demonstrate behaviors such as Stretch, Put the interest of the organization, Act in the interest of our patients and customers and Take Action. During the interview we will also be asking for examples of skills such as Strategic Thinking, Result Orientation, People Leadership (if applicable), Relationship and Influence.

Pursue progress, discover extraordinary

Better is out there. Better medications, better outcomes, better science. But progress doesn't happen without people – people from different backgrounds, in different locations, doing different roles, all united by one thing: a desire to make miracles happen. So, let's be those people.

At Sanofi, we provide equal opportunities to all regardless of race, colour, ancestry, religion, sex, national origin, sexual orientation, age, citizenship, marital status, disability, or gender identity.

Watch our and check out our Diversity Equity and Inclusion actions at !

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