

# DARE TO FLY

MEDICAL  
SCIENTIFIC  
LIAISON

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MEDICAL SCIENTIFIC LIAISON  
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Galenicum | 20 YEARS

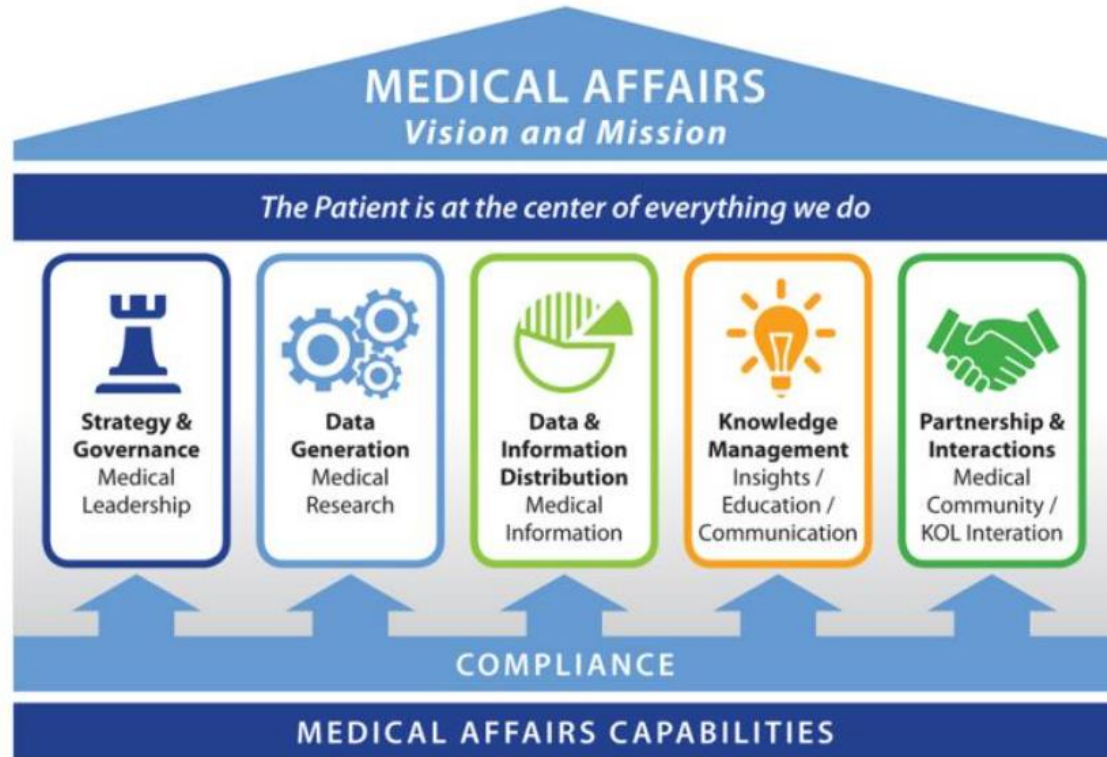


## **AGENDA:**

- My role within the Pharmaceutical Industry
- One day in the office
- What is the market looking for?
- Carrer development

# MSL = Medical Scientific Liaison in the Medical Affairs Dept

## My role within the Pharmaceutical Industry

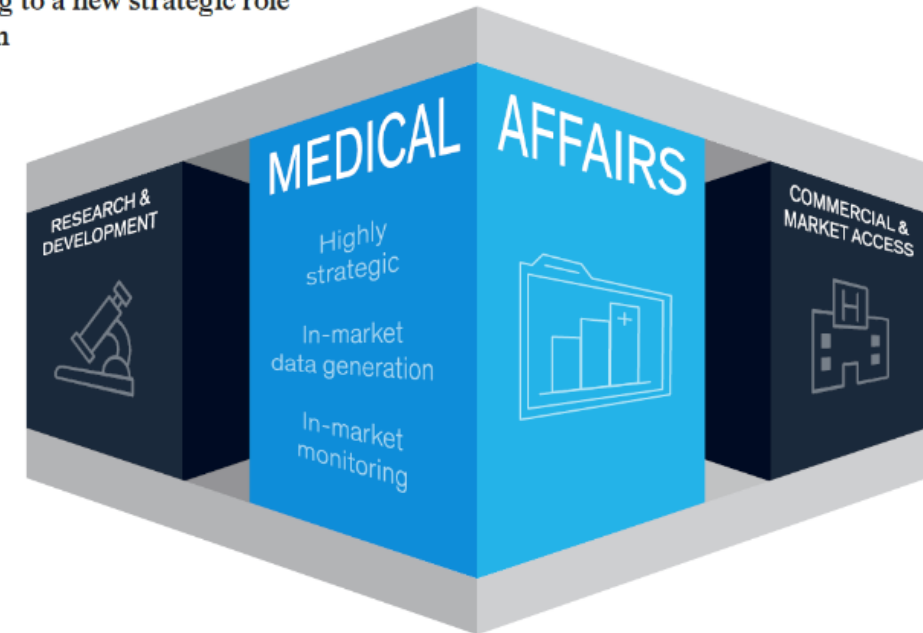


Source: Kirk Shepard

From the article “One Giant Leap for Medical Affairs” in [www.reutersevents.com/pharma](http://www.reutersevents.com/pharma)

Exhibit 1

Medical is transitioning to a new strategic role within the organization



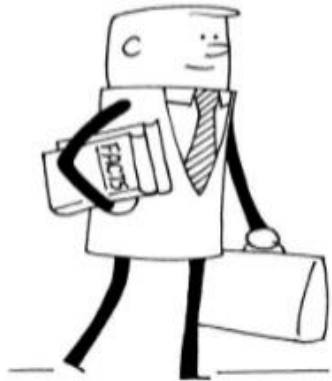
From the report “A vision for Medical Affairs in 2025” by McKinsey & Company

# My role within the Pharmaceutical Industry

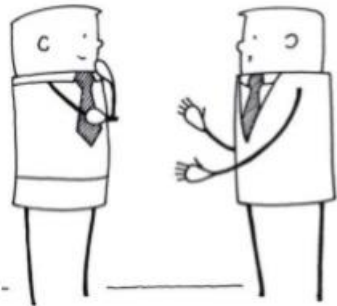
MSL = Medical Scientific Liaison

MSL

## What is an MSL?



The purpose of an MSL is to be a scientific or disease state expert both for internal colleagues, including sales and marketing, and for doctors in the therapeutic area of the medical community in which they work!

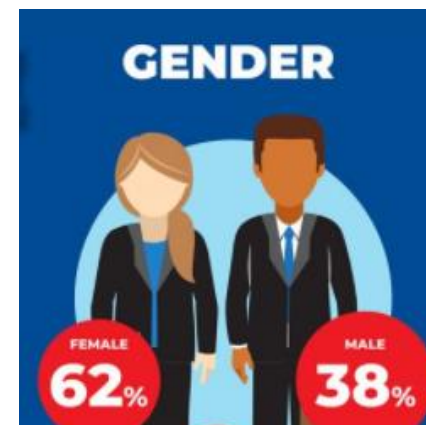


The primary responsibility of an MSL remains to establish and maintain peer-to-peer relationships with leading doctors who influence other doctors. These influential doctors are commonly referred to as key opinion leaders (KOLs).

From Dr. Samuel Dyer, Chairman of the MSL Society Board, in [www.themsls.org](http://www.themsls.org)



PhDs Have to Know These 5 Facts About **Medical Science Liaisons**



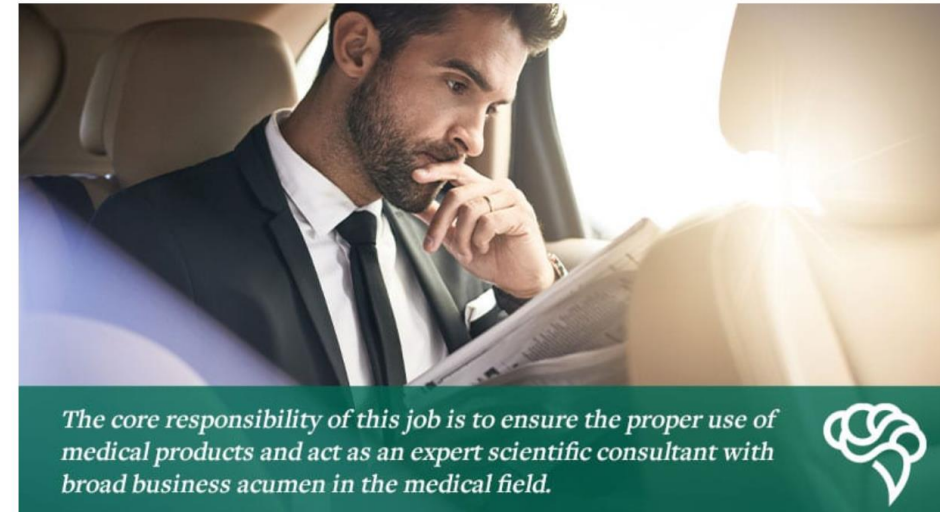
# My role within the Pharmaceutical Industry

Creating bridges both internally and externally



*El mantenimiento y el refuerzo de esta función de “puente” contribuye al Éxito global de la Compañía*

From the article “MSL (*Medical Scientific Liaison*): una función estratégica en la industria farmacéutica del siglo XXI” in [www.pmfarma.es](http://www.pmfarma.es)



From the article “PhDs Have to Know These 5 Facts About Medical Science Liaisons” in [cheekyscientist.com](http://cheekyscientist.com)

## “KOLs are the biggest part of the role”

- Identify, establish and maintain **peer-to-peer relationships** with **KOLs** and medical organizations, being a **partner of MEs** to develop scientific and clinical experience
- Develop and execute **KOL engagement plans**
- **Communicate** medical/scientific data
- Develop and implement **medical activities**
- Collect and share relevant **insights, opportunities** and **patients’ necessities**
- Identify **clinical investigators** and manage the Investigator Initiated Trials, supporting **clinical trials** and **RWE data** generation
- Attend to **scientific meetings** and **conferences** to be updated with the latest evidence

# One day in the office

## The work environment for medical science liaisons



“Medical science liaisons may be assigned to a **geographic area or region**, so extensive **travel** is common for them. Due to the amount of travel required to liaise and consult with other medical professionals, medical science liaisons may or **may not be based in their employer's physical office**. They usually spend time in **meetings** where they need to **deliver complex information concisely and clearly**. Most medical science liaisons work full-time, but they have the freedom to **set their own schedule** with the option to **work from home**.”



# What is the market looking for? Are you the right profile?

## Education Requirements

Master or Bachelor level degree in health sciences with at least 2 years of clinical research experience or industry experience in a therapeutic area.

PhD level degree (in Cardiovascular preferred) or Postgraduate studies in Pharmaceutical Medicine or Clinical Research

## Essential Skills

Communication, interpersonal, organizational

Excellent English (C1/Advance)

Residence in Barcelona

Willing to travel up to 80% of time

## Desirable Experience & Skills

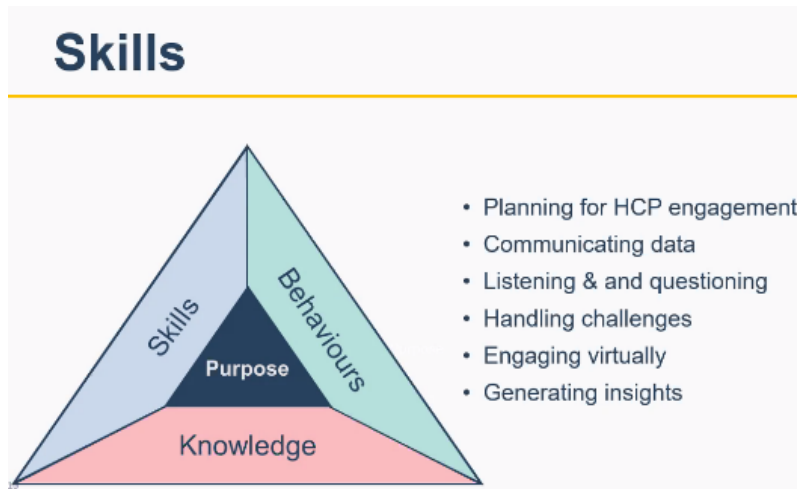
Knowledge/Experience in Cardiovascular will be valued

Highly motivated and capable of comprehending large amounts of scientific content which is then communicated in a clear, concise fashion

Strong interpersonal skills, including capability to engage in professional relationship building and networking

Demonstrated success in self-managing priorities and multi-tasking projects

Ability to work effectively and share information within a team environment



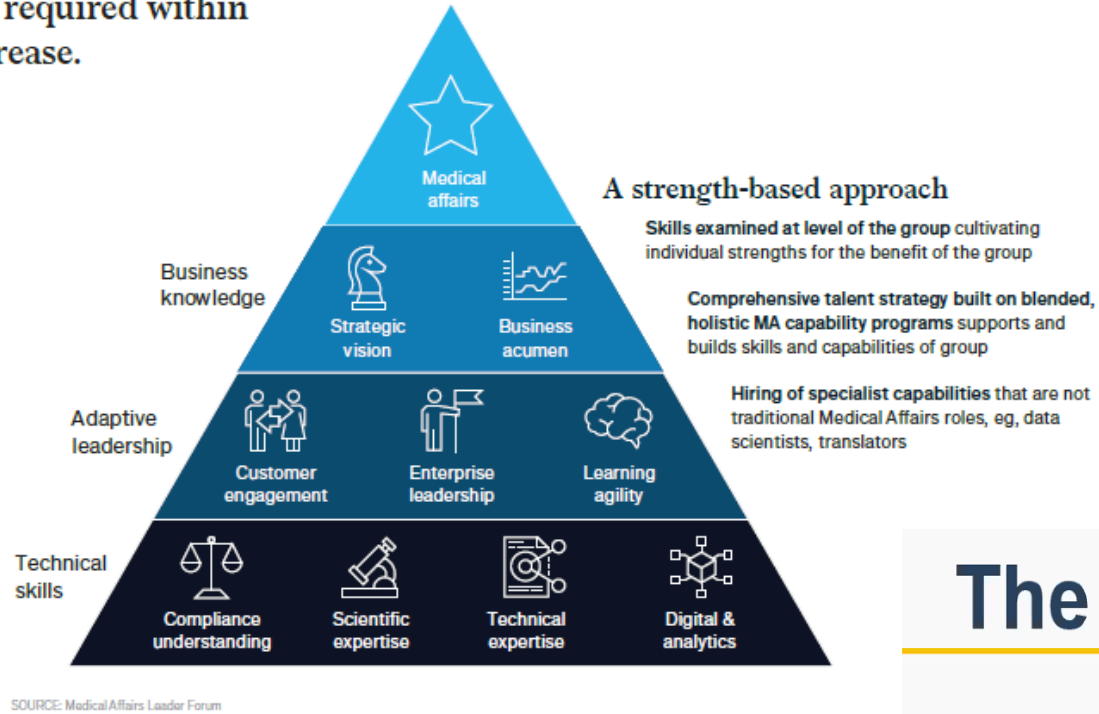
LinkedIn job search results for Medical Science Liaison (MSL) roles in Barcelona, Spain. The results are displayed in a grid of job cards, each featuring a company logo, job title, location, and application statistics.

| Company               | Job Title  | Location                                 | Alumni             | Connections  | Applicants    |
|-----------------------|--|--|--------------------|--------------|---------------|
| General Mills         | Sr R&D Scientist/Engineer                                  | Sant Adrià de Besòs, Catalonia, Spain    | 19 company alumni  |              |               |
| Eli Lilly and Company | Medical Scientific Liaison (MSL)                           | Barcelona, Catalonia, Spain              | 617 company alumni |              |               |
| Almirall              | Medical Scientific Liaison (MSL) - Barcelona               | Barcelona, Catalonia, Spain              |                    | 1 connection |               |
| Novartis España       | Medical Governance Director, based in any European...      | Barcelona, Catalonia, Spain              | 13 alumni          |              | 9 applicants  |
| Almirall              | Medical Director Spain & Portugal - HQ - Barcelona         | Barcelona, Catalonia, Spain              |                    |              |               |
| Nestlé                | Market Business Support Nutritionist                       | Esplugues de Llobregat, Catalonia, Spain |                    |              |               |
| Jazz Pharmaceuticals  | Medical Science Liaison - Neuroscience, Barcelona          | Barcelona, Catalonia, Spain              |                    |              |               |
| LEO Pharma            | Medical Director Iberia                                    | Barcelona, Catalonia, Spain              |                    |              |               |
| TMAC                  | Medical Science Liaison (MSL) - Hematology/ Oncology - ... | Barcelona, Catalonia, Spain              | 1 alum             |              |               |
|                       | Medical Science Liaison - Neuroscience, Barcelona          | Barcelona, Catalonia, Spain              |                    |              | 12 applicants |
| Spring Professional   | PhD specialist in cell culture                             | Barcelona, Catalonia, Spain              | 1 company alum     |              |               |
| PANERA                | Medical Lead Oncologia                                     | Barcelona, Catalonia, Spain              | 1 company alum     |              | 1 applicant   |

From the webinar "How to be best-in-class: Knowledge, skills and behaviours" (18/05/2020), web One MSL (<http://www.onemsl.com>)

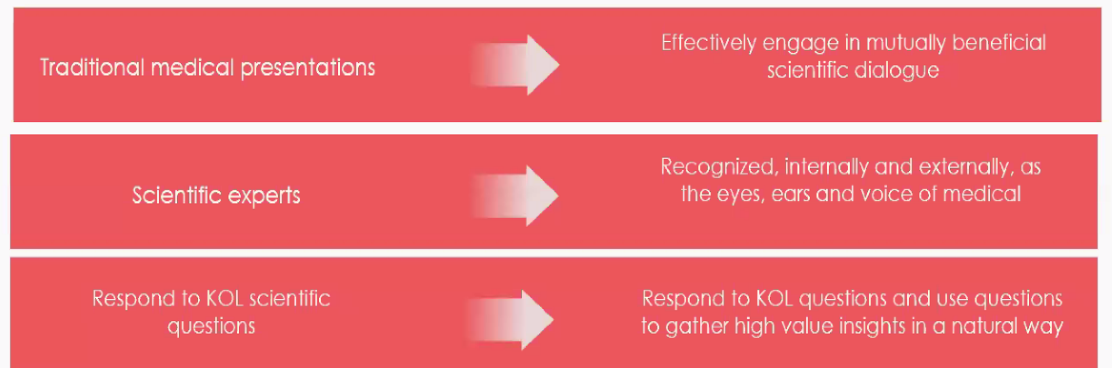
# What is the market looking for? Are you the right profile?

Exhibit 5  
The scope of capabilities required within Medical continues to increase.



From the report “A vision for Medical Affairs in 2025” by McKinsey & Company

## The evolving MSL role



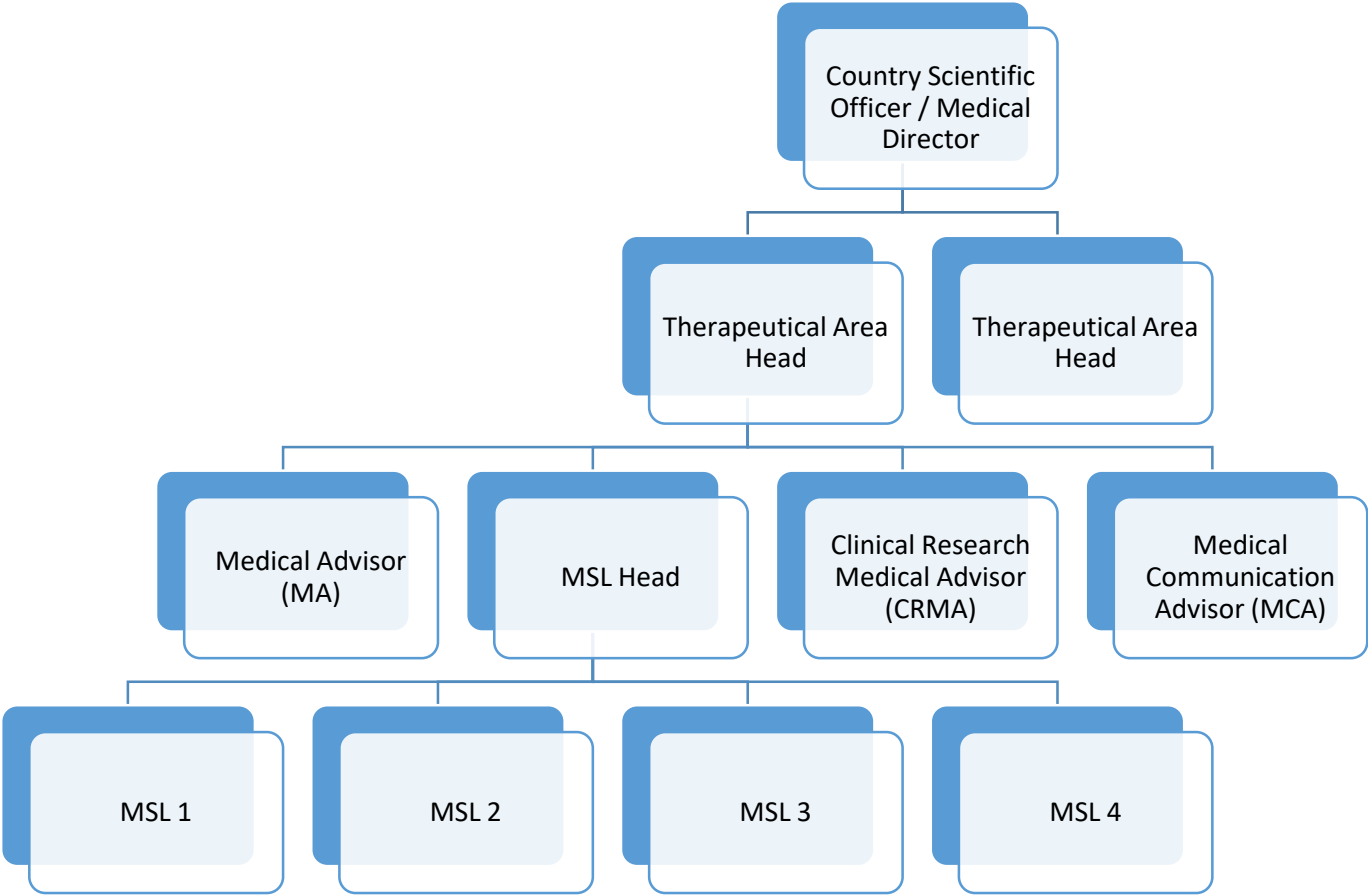
From the webinar “How to be best-in-class: Knowledge, skills and behaviours” (18/05/2020) in [www.onemsl.com](http://www.onemsl.com)



# Carrer development

Both in the Medical and in other departments

Medical Affairs organization chart



*El mantenimiento y el refuerzo de esta función de “puente” contribuye al Éxito global de la Compañía*

From the article “MSL (Medical Scientific Liaison): una función estratégica en la industria farmacéutica del siglo XXI” in [www.pmfarma.es](http://www.pmfarma.es)

# How to have success?



**Differentiation**



**Adaptation**

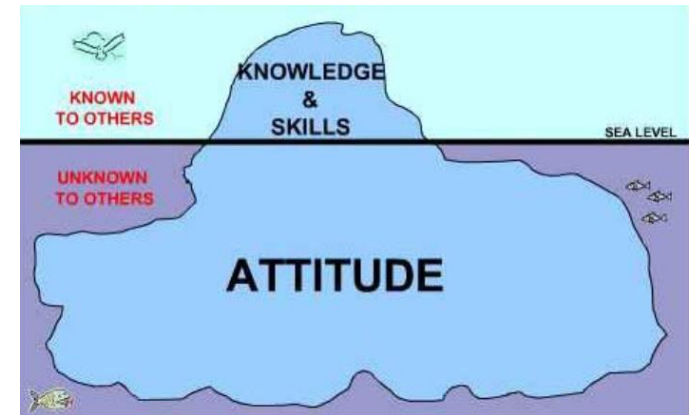
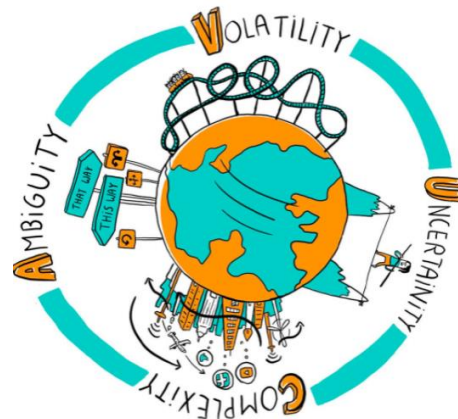


**Attitude**



**VUCA environment**

**Success = (Knowledge + Skills) x ATTITUDE**



**MERCI**

**THANK YOU**

**GRACIAS**

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