ME Oncology BU Medical Director

Department: Local Oncology Business Unit
Function: Medical
Job Title: Oncology Medical Director
Country and location: Regional Office
Direct Manager ME Regional Oncology BU Head

The Oncology Medical Director in the local Oncology BU is responsible for all local Oncology BU related medical activities including phase I-IV activities in conjunction with medical function both at the regional and global level and local DRA/ICRO and marketing functions.

**Phase IV area:**
Phase IV organizational responsibilities of ME Oncology BU Medical Director include:
- Define local brand strategy/plan in alignment with global ones
- Ensure strong working relationships and optimal interface with local Development and Marketing Functions, GMBDs and RMDs
- Seek RMD and GMBD approval of study concept for locally-initiated non registration studies (sponsored and supported)
- Operational conduct of non registration studies (local/regional/global) ensuring:
  - exquisite execution of locally- and globally- initiated studies (quality/timelines)
  - adequate resources allocation
  - maintenance/communication of up to date status of trials run in the country
- Medical decisions/activities related to locally-initiated studies (e.g., protocol writing, study design, protocol approval, medical interpretation of adverse events, study analysis and reporting, etc.)
- Provide local input to ICR MD for development of Ph IV strategy/plan
- Manage local phase IV budgets
- Tracking all local studies, investigator initiated, or company initiated

**Development phases’ Area:**
The RMD is responsible for coordination of all development Phase activities conducted in the country in conjunction with other function, such as ICRO, DRA, and CSE etc.

organizational responsibilities include:
- Facilitate the development of country’s registration study plan, together with DRA and marketing and local medical function
- Develop local registration study protocol for implementation
- Drive country to join the global development studies both from the point of view registration products earlier in the country/KOL development, and contributing to the global study recruitment
- Work with local ICRO, region office and global colleagues to ensure successful and timely completion of global and regional clinical studies, to support local business strategy
• Advocate the company’s pipeline products among the medical community/KOL to maximize the early business opportunity in the country

**Other related Area:**
The Oncology Medical Director is responsible for coordination of all other medical related area include:

• Support the local Marketing and Sales teams, producing high quality briefing and training materials and development of brands promotional material
• Represent the OBU in the Medical Clearance Committee for NP4 review process
• Sales force training & support
• Work with the Regional Oncology Medical Affairs and the Marketing team (regional and local) to develop market leading promotional campaigns which "challenge the boundaries" but remain within the code of practice (NP4)
• Recognized as a Medical Expert in Oncology, and have an understanding of all Brands and competitors
• Deliver high quality clinical lectures on Oncology and relevant Brands to external customers
• Develop and maintain excellent working relationships with KOL in order to establish critical input to support current and future business decisions
• Development/maintenance of external networking and thought leader development
• Take part and support specialist Advisory Board activity
• Interface with the medical and healthcare community
• Work with local and regional/global colleagues to ensure local regulatory submissions are timely and secure the best possible labeling for the country
• Provide medical support to local discussion with Health Authority
• Liaise with local Medical Department including ICRO, CSE, Medical Affairs, Medical Information, DRA and Health Economics. The latter two functions in particular demand medical review of relevant submissions, and ability to negotiate with governmental bodies with regards submission strategy and areas of contention
• Ensure AE and SAE reporting, together with local CSE group
• Collaborate closely with marketing partners for the preparation of the medical part of the MPH
• Provide medical input into local PR, including review and adaptation of global PR to local needs/regulations, and readiness to act as local spokesperson or work with KOL to provide such media response
• Work with QA where necessary to give medical input and review regarding product faults and potential product recalls.