

Medical Manager

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Company: Sanofi

Location: Ho Chi Minh City

Category: other-general

Job title :

About the job

Summary of Roles & Responsibilities:

The Medical Manager is required to support the business in the Vietnam by providing medical and technical support for the products in the defined therapeutic areas. The Medical Manager contributes 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 internally and externally to ensure that the short- and long-term business goals of assigned products are achieved.

The position demands a good understanding of medical/scientific knowledge and excellent communication skills to facilitate the interaction/partnership among Key Opinion Leaders (KOLs), Academia and Sanofi. The 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.

The Medical Manager is a key strategic person who has therapeutic area expertise, clear business understanding and capabilities to identify and address the relevant medical needs of clinical practice, to successfully support the optimal use of Sanofi products. Responsible in leading coordination within Sanofi medical network, working with clinical research team to advance the global and local development of the company's new and existing pharmaceutical products, to support Business Unit activities in particular with the strategic and locally important products and provide medical oversight on appointed external partner for

promoting Sanofi products (when applicable).

Main responsibilities:

Scientific Exchange

Develop scientific communication and education plan for internal and external stakeholders and proactively seek input to deliver the right message.

Support Business Unit in scientific or education programs, material development for respective Therapeutic Area/Products and lead non promotional activities in particular active participation in scientific meetings, trainings, symposia, promo-material audit etc.

Build and develop enduring needs-based peer- to-peer relationships with healthcare professionals, institutions and payers.

Accurate, fair and balanced communication in terms of the benefits, risks, appropriate use and clinical value of our products and solutions.

Provide Medical/scientific perspective and insight to support Regulatory, Quality, Pharmacovigilance, Market Access, and others function for queries or requirement from Local Health Authority not limited to Registration process, Department of Health, etc.

Medical Plan

Development and management of the medical plan: Align the local medical plan with the local marketing, regional and global medical plan.

Understand about the Market environment in terms of disease, diagnosis, treatment, patient flow to have a broad picture of the unmet need to deliver the right medical strategy for the benefit of doctors and patients.

Have a good coordination and communication with other Medical team member to get valuable insights and propose solution in Medical plan development .

Clinical Development and evidence generation

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

Proactively plan, design and manage clinical studies or non-clinical studies as strategic part of product lifecycle management.

Identify local data gaps, local studies protocol design, study planning (including budget), input to site selection and feasibility assessment, data dissemination strategy and include this in medical plan development.

To manage and support the clinical studies at different stages of the study, in communication with Clinical Study Unit (CSU)

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 strategy meetings when appropriate.

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 vaccine fieldforce.

Stakeholders Engagement

KOL development and management plan in collaboration with the Brand team

Deliver KOL mapping and engagement plan including its tracking.

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

Build a good partnership with stakeholders (Healthcare professionals, institutions, Medical Society and Payers) as a trusted scientific partner to understand the need for development the medical strategic plan

Build strong collaboration with internal stakeholders.

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

Attend relevant external medical conferences, international and local.

Medical Governance

Proactively involved in managing medical compliance and identify any risk.

Review local medical-related SOP as per area of responsibility.

Complete all SOP trainings and all other corporate assigned compliance trainings.

Involve in review and approval process of activities through the approved process and system

Keep updated and comply with the relevant GxP SOPs and other Sanofi policies for all activities e.g. activities, program, Medical Information queries, etc.

Perform medical oversight on appointed external partner for delivering Sanofi scientific engagement programs

Ensure that clinical studies are conducted according to GCP (Good Clinical Practice) procedures and Sanofi-Aventis SOPs and meet the local regulatory requirements.

Context of The Job/Major Challenges

Good understanding of the organization, of the different stakeholders' roles and practices in Vietnam's health care environment.

Self-motivated profile with good project management skills (teamwork, achievement oriented, transversal management.)

Good knowledge of the company processes and organization.

About you

Education: Medical Doctor (Mandatory) with experiences of medical role in pharmaceutical companies.

Experience & Knowledge:

Experience:

Mandatory: at least 2-year experience in medical role of pharmaceutical companies

Knowledge: Good understanding of Vietnam pharma market as well as healthcare

segmentMandatory: Proficient in MS Office Good English Strong presentation and

communication skills Teamwork

Core Competencies/Attitudes:

Think strategically/Act for change/ Strive for result/Commit to customer/ Cooperate transversally/Make decisions.

Highly creative/dynamic/flexible/result-oriented/proactive

Self-motivation

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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