



Senior Medical Advisor - Respiratory

As part of a world-wide association of independent pharmaceutical companies, Napp has become a leader in the field of pain control, committed to the fight against chronic pain. More recently, we have developed novel treatment options for patients in therapeutic areas including haemato-oncology, rheumatology and now respiratory medicine. Our approach to business has led to us becoming one of the most successful pharmaceutical companies in the UK. At the end of 2009, we were ranked 14th largest in the UK pharmaceutical industry based on GP prescription sales (IMS Health data).

Napp puts its people at the heart of the organisation, aiming to support each individual to perform at their best and take personal responsibility for the success of the business. We are proud to have achieved 5th place in the Times 100 "Best Medium-Sized Companies to Work For" survey in 2010, remaining the highest ranked pharmaceutical company in the UK, and achieved 3 stars in the Best Companies accreditation scheme.

Reporting to the Head of Medical Affairs, an exciting new role has been created for an ambitious and motivated GMC registered physician within the UK Medical Directorate to help drive the development of the Company's respiratory franchise, and in particular a forthcoming product launch. The successful candidate will have a pivotal role within the Medical team, working alongside colleagues in Medical Information, Medical Communications and the Health Technology Appraisal Departments, and in collaboration with commercial colleagues primarily within the Sales and Marketing functions.

BROAD PURPOSE OF JOB:

- By providing high quality medical and scientific input, to actively contribute to the development of the respiratory franchise, with immediate emphasis on activities to support a product launch. This will involve working in partnership with Sales and Marketing colleagues, but also cross-functionally with our European Associates including Research and Development, to ensure the strategic aims are met
- To ensure medical and scientific credibility and high corporate ethical standards within the Company

SPECIFIC RESPONSIBILITIES

Primary activities include, but are not limited to:

Brand Plan Support

- Providing advice and support on interpretation of the Code of Practice and, as a final signatory, ensuring ethical promotion of Napp's products and activities
- Providing strategic input into the brand planning process to ensure medical and scientific credibility and the optimal use of data for competitive product differentiation
- Major contributions to NICE and SMC submission documents and market access initiatives
- Medical support to European project teams as well as providing UK strategic input into European brand plans

Key Opinion Leader Development

- Building a strong opinion leader and clinical investigator base for relevant products with the capability of providing expert medical advice and support to clinical trials programmes.
- Presenting tailored clinical data packages to advisory boards, investigators and other key opinion leaders to deliver scientifically credible messages regarding Napp's existing and pipeline products

Sales Support

- Training of salesforce in medical aspects of relevant therapeutic areas and the Code of Practice
- External customer relationship building

Clinical Research Support

- Involvement with European Research and Development function in Phase IIIb and IV clinical trial development for the UK and Ireland, including review of protocols and clinical study reports ensuring feasibility and commercial benefit to Napp
- Liaison with external customers to review and potentially support for Investigator Initiated Trials (IITs)

Managerial Responsibility

- There will be opportunities for the role to develop line management responsibilities, including undertaking regular performance and development reviews

Continued Professional Development

- Attendance at relevant scientific meetings in order to ensure up-to-date knowledge of respiratory therapy area
- Early and continued product knowledge development to ensure smooth and successful launch of products and continual support of relevant business functions
- Activities relevant for completion of the Diploma in Pharmaceutical Medicine or Higher Medical Training will be fully supported if relevant

PERSON SPECIFICATION

- Qualified Physician (MBChB or equivalent) with GMC registration and ideally holds a higher post-graduate qualification such as MRCP or MRCS
- Minimum two years General Medical Professional Training
- Good working knowledge of the NHS
- Significant experience in Medical Affairs, eg. Promotional material review for ABPI compliance, involvement in product launch etc.
- Ideally holds or is studying for the Diploma in Pharmaceutical Medicine and may be enrolled on Higher Medical Training in Pharmaceutical Medicine (if not already completed)
- Sound knowledge of ABPI Code of Practice, and other relevant legislation
- Ability to interpret scientific and clinical trial data, including an appreciation of statistical methods
- Demonstrable high level of verbal and written communications skills, and a dynamic, proactive personality
- Attention to detail
- Ability to manage multiple projects simultaneously
- Strong team working capacity
- Demonstrates the Napp Core Values of honesty, respect, passion and innovation
- Experience in therapy area of respiratory advantageous, although not essential