



Material. Design. Optics.

ADVANCING IOL TECHNOLOGIES

Medicontur Medical Engineering is an independent European company group ever growing since 1989. With a true focus on patient needs and numerous advances in material, design and optics, the company has emerged as a global tech-leader in providing advanced IOL systems for the treatment of cataract and refractive ocular conditions. With more than 6 million intraocular lenses implanted in over 60 countries, the company is proud of its established network, partners and employees.

To support the growing market demands, **Medicontur** is now looking for an ambitious

Medical Affairs Manager/KOL management

Identify, establish and maintain long term relationships with leading physicians, researchers, and clinicians, referred to as key opinion leaders (KOLs) at in-patient's care, academic institutions, hospitals, and others.

Tasks:

- Interface with important customers, international, regional and national opinion leaders and cultivate scientific evidence and brand support for clinical care excellence
- Execute and lead development of KOL strategy
- Manage current KOL platform contracting (speaking/consulting), compliance, program scheduling including verification with field-based programs to support and verify speaker activity
- Create a road map for KOL development and management which includes categorization and segmentation of current KOL's in addition to developing criteria and systematic process for identifying, evaluating, and approving new KOL partnership
- Work closely with Medicontur brand and regional/ local teams to create individual KOL development plans which enhance relationships and advocacy from a headquarters and field force perspective
- Collect important information about usability and efficacy of our products, collect advices, scientific feedback, and input about relevant scientific and clinical data
- Develop training and communication plans for KOL management processes
- Work cross functionally with, Commercial, and R&D Clinical Development
- Conduct Congress KOL engagement, coordinate and participate in
- International, regional, local scientific events;
- International, regional, local scientific congresses/discussions.
- medical advisory boards,
- Screen relevant literature and other information from relevant scientific societies meetings and conferences and develop summaries of key messages for use within the Company
- Develop and deliver high quality training materials and education programs for the relevant products
- Develop, deliver and/or facilitate educational talks at key congresses on emerging and relevant scientific topics
- CME – manage content/training to HCP, sales force, distributors and other departments and serve strategic partner and provide medical insights
- Provide scientific input and objection handling/rebutting to competitors into marketing strategy and key commercial initiatives.
- Handle medical queries received from medical professionals/customers
- Support/co-operate in development of scientific newsletters, scientific booklets, educational materials

Requirements:



Material. Design. Optics.

- Experience in medical affairs, KOL management
- Strong communication and interpersonal skills with aptitude in building relationships with professionals of all organizational levels
- Excellent organizational skills
- MD, or PharmaDr
- English professional, other language (Spanish or Russian) advantage

What we offer:

- Dynamically developing area of activity
- Competitive salary, other benefits (SZÉP card, private healthcare service, Schooling, nursery, kindergarten benefits)
- Opportunity to participate in conferences, trainings, exhibitions and professional events (pre Covid)
- Young, energetic team

Workplace:

- Budapest XI. district

If you are interested in the position, please send your CV with your salary expectation to career@medicontur.hu.

The applicants agree with their job application, that the participants (who are participating in the examination of the applicants) recognizes the application and contributes for the personal data processing. If the application was unsuccessful, after notification the application will be destroy.