

POSITIONS IN THE PHARMACEUTICAL INDUSTRY

**SALES REPRESENTATIVE
PRODUCT SPECIALIST**

- Contact to Medical Doctors in practice and hospitals (GPs and specialists)
- Responsibility for regional sales budget
- Organization of and participation at customer events (congresses, symposia, advisory boards)

**KEY ACCOUNT MANAGER
FIELD ACCESS MANAGER**

- Taking care of key accounts (hospitals, networks, doctor groups)
- Negotiating contracts, generate offers
- Analyze and calculate offers and price overviews

**PRODUCT MANAGER
BRAND MANAGER**

- Development and implementation of marketing tactics
- Support and training of sales force team
- Developing sales and marketing budgets

MARKET ACCESS MANAGER

- Development and implementation of market access strategies
- Creation of pricing files
- Development of local pharmacoeconomic models and value dossiers

**MEDICAL ADVISOR
MEDICAL AFFAIRS MANAGER**

- Scientific and medical support of products
- Establish relationships with key customers
- Support sales team with scientific communication

MEDICAL SCIENCE LIAISON (MSL)

- Implementation of medical projects with key customers, mainly in hospitals
- Close collaboration with internal medical team
- Presentation of scientific information and data

REGULATORY AFFAIRS MANAGER (RA)

- Creation and filing of dossiers with authorities
- Actualization of existing approved drug dossiers
- Responsibility for pharmacovigilance

CLINICAL RESEARCH ASSOCIATE (CRA)

- Organization and implementation of monitoring in clinical studies
- Selection and initiation of study centers, training of personnel
- Filing of study materials to ethic committee and Swissmedic

