



PAION is a publicly listed specialty pharmaceutical company developing and aiming to commercialize innovative drugs for out-patient and hospital-based sedation, anesthesia and critical care services. PAION's lead compound is remimazolam, an intravenous, ultra-short-acting and controllable benzodiazepine sedative/anesthetic. Remimazolam is partnered in multiple territories outside of Europe. In Japan, remimazolam was approved for general anesthesia in January 2020. In the U.S., a New Drug Application (NDA) for procedural sedation is under review, with a PDUFA date of 5 April 2020. In China, licensee Yichang Humanwell filed for market approval for remimazolam in procedural sedation in November 2018 and in South Korea, licensee Hana Pharm filed for market approval for remimazolam in general anesthesia in December 2019.

In Europe, PAION is seeking approval of remimazolam for general anesthesia and for procedural sedation. PAION submitted a Marketing Authorization Application (MAA) for procedural sedation in November 2019. A Phase III trial in general anesthesia is ongoing.

PAION's mission is to be a leading specialty pharmaceutical company in the fields of anesthesia & critical care by bringing novel products to market to benefit patients, doctors & stakeholders in healthcare. PAION is headquartered in Aachen (Germany) with an additional site in Cambridge (United Kingdom).

For our team in **Aachen (D)** we are currently searching for a

Head of Global Medical Affairs (m/f/d)

Job Overview:

Reporting directly to the CEO, and as a member of the Senior Management Team, the Head of Head Medical Affairs (HHMA) is responsible for continuously advancing the knowledge about PAION's compounds within the medical / scientific community and provides strategic direction to ensure the execution of the medical strategy and tactical plan in regard to a specific compound or project with a strong focus on the countries where PAION is commercializing its portfolio on its own. The role requires broad scientific and therapeutic area expertise and clear business understanding to identify and address the relevant medical needs of patients, HCPs and other stakeholders. Based on a solid knowledge about PAION's therapeutic area, this professional is versed in various communication platforms, such as peer-reviewed publications, Advisory Boards, individual communication to KOLs and investigators. The Head Medical Affairs is expected to provide in-depth scientific, clinical and educational support to the medical community, and when needed to internal groups, such as the clinical teams, partners and licensees. The Head Medical Affairs will also play a major role in preparing and executing the local medical science liaison (MSL) and supporting the market access strategies.

Your tasks & responsibilities:

- For assigned compound/indications, work collaboratively across functions, to first develop and then execute an integrated Medical Affairs plan, including clinical trials, publication, medical education and medical information.
- Contribute to commercial planning by leveraging medical/scientific expertise, knowledge of scientific data and understanding of the external healthcare environment.
- Collaborate with commercial/marketing teams to ensure that the local strategic medical affairs plans are in line with the marketing plans/brand strategies
- Review promotional and non-promotional materials with particular regard to medical accuracy and compliance to regulations and code of practice.
- Work with the commercial team to develop approaches to support successful market access for allocated product(s) as well as proactively identifying and providing medical input into opportunities for new indications or lifecycle extensions for allocated product(s)
- Develop medical launch strategy with an integrated MSL strategy and support medical training and medical education to internal and external audiences.

- Regularly screen scientific journals for articles and information pertinent to PAION's products, identify respective literature, summarize and communicate the content within the company.
- Build and maintain a library of all published information on PAION's products.
- Build and maintain an overview about potential competitors to PAION's products.
- Initiate and write scientific publications, congress abstracts and poster presentations or support external authors in these activities.
- Provide medical review of key scientific communications, medical information documents and commercial documents as well as support the implementation of local medical information approaches.
- Attend relevant national and international scientific meetings to ensure up-to-date knowledge of therapy area, gather competitive intelligence, and respond to any specific enquiries from healthcare professionals
- Support developing the local Medical Information structure and ensure that medical information requests are satisfactorily addressed in a timely manner.
- Together with the Clinical Development Team provide medical/scientific training material, incl. appropriate documentation and storage.
- Provide training and scientific education to commercial, medical teams and other internal stakeholders.
- Together with the Clinical Development Team organize, prepare and represent PAION at Advisory Boards, congresses and personal contacts with individual KOLs.
- Advance the existing KOL contacts to a fully functioning and respected expert network covering the needs for assigned compounds.
- Support PAION's licensees with all requested material and advice. Maintain PAION's SharePoint to ensure that it is up-to-date with regards to clinical information.
- Review unsolicited requests for research proposals (e.g., IITs) that would provide new information for a PAION compound or the optimal utilization of the company's products. Discuss personal assessment with Head of Clinical Development.
- Oversee the PAION Medical Affairs budget for activities relating to the assigned product(s) for which HMA is accountable

Your profile:

- MD, preferably with experience within Anaesthesia, Neurology and or Critical Care.
- Minimum 7-10 years of pharmaceutical experience internationally in Clinical Development & Medical Affairs and a thorough understanding of the pharmaceutical industry.
- Has managed novel product launches on an international level
- Has developed and implemented global/local Phase IIIb or IV trials.
- Strong knowledge in and understanding of medical activities (including scientific communications, medical information, MSLs, and HEOR), relating to the market access of new products. Successful track record as team member during market access of a compound.
- Ideally, existing network within the scientific community of PAION's therapeutic area.
- Established and successful track record as Medical Affairs Manager or equivalent.
- Demonstrated expertise in drug information communication, incl. peer-reviewed publications.
- Excellent interpersonal, oral and written communication skills.
- Ideally, experience in managing a virtual team
- Knowledge of FDA/EMA regulations, strong understanding of the legislation and local Codes of Practices in the major countries within the European region.
- Fluency in English; ideally, proficiency in German.
- Strong relationship-building skills, particularly with the medical/academic community.
- Team-oriented with the ability to work effectively with others.
- Willingness to travel internationally, incl. weekends.

We look forward to receiving your application preferably by email, to HR@paion.com

For further information please visit our website:

www.paion.com

