Company Overview

Saol Therapeutics (pronounced "Sail") is a specialty pharmaceutical company focused on providing therapies to patients with unmet medical needs. The company has a strategic emphasis on CNS Disorders and Rare Disease therapeutic areas. Our seasoned management team has a broad range of experience in commercialization, acquisition, licensing, formulation and product development. We are a dedicated group of professionals who have committed our life's work to developing and bringing high-value, much-needed drugs to market. We are looking for highly-skilled individuals who are patient focused, passionate, ethical, team-oriented, and who want to help build a company that will make a difference in people's lives.

Location

Northeastern US (Philadelphia, New York, Boston, Washington, D.C. preferred)

Manager

Kyle Ashton, Head of Medical Affairs

Role Overview

The Regional Medical Scientist is a member of a small, remote field-based Medical Affairs team helping drive success of Saol's rare disease programs through developing and executing territory specific strategic plans aligned with the Medical Affairs plan, leading team and cross-functional projects, and contributing to overall medical strategy. Territory specific responsibilities include: preparing and executing medical launch plans; identifying and building relationships with health care practitioners, treatment centers of excellence, and professional organizations; educating health care practitioners and payers; supporting programs at development and commercial stages.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

- Develop territory specific medical plans, including strategy and tactics, and contribute to overall Field Medical and Medical Affairs plans
- Identify Key Opinion Leaders (KOLs), and establish and maintain scientific relationships with KOLs and associated health care practitioners/care teams
- Act as primary liaison to investigators interested in developing and performing investigator-initiated research
- Provide clinical presentations and information in response to unsolicited questions (as appropriate) in academic, community, and healthcare provider settings
- Medical representative on internal teams, providing expertise, leadership and medical voice, including contributing to medical strategy, leading training, creating and reviewing materials, leading advisory boards, attending medical congresses to build strong KOL relationships and keep up-to-date on advances in metabolic genetic and genetic science
- Collaborate with clinical development colleagues to enhance patient enrollment in company-sponsored clinical trials by identifying appropriate clinical trial sites and interacting with investigators in ongoing studies

- Partner with Market Access colleagues, as needed, to develop and provide scientific presentations to payers (disease and product)
- Provide Scientific and Medical information updates and scientific support for educational initiatives
- Provide scientific support at medical congresses
- Provide timely feedback/information/insights to assist in strategic planning
- Ensure all activities are compliant with company policies and SOPs
- Additional responsibilities/opportunities may include advisory boards, phase IV research (e.g., registries, clinical studies), publications/presentations, medical education, congress planning, materials review (PRC/MRC), medical information, RWE/HEOR studies

Qualifications

- Advanced Degree (MD, PhD, PharmD), or other advanced healthcare degree with significant rare disease experience
- 10+ years of Medical Affairs/MSL experience, 3+ years rare disease specific
- Rare metabolic genetic disease experience strongly preferred
- Prior rare disease launch experience
- Self-starter with experience building a territory from scratch, including identifying treating physicians, understanding population and treatment landscapes, and managing a territory to develop strong long-term relationships
- Strong knowledge of compliance/regulatory environment within the Pharmaceutical, Biotech, and Specialty space
- Proven leadership and interpersonal skills, including prior leadership/HQ roles
- Ability to excel individually and as part of a team, with a successful track record of building constructive relationships with all stakeholders and team members including management, peer-group, and cross-functional team members
- Excellent oral and written communication skills
- Superb judgment and capable of solving complex problems and ability to apply sound judgment in making strategic recommendations and interacting with customers
- Adaptability to thrive in a nimble, dynamic and rapidly changing company
- Approximately 50-60% travel in region and nationally is required; overnight travel as needed; may include occasional international travel

Successful Candidates Demonstrate Saol's Values

Trustworthy – We believe that the foundation of trust is truthfulness, transparency and fairness. These principles will be the basis for all our interactions.

Focused on Patients – We will anchor our decisions with full consideration of their impact on our patients, believing that in doing what is right for them serves a higher purpose.

Passionate – We enjoy working hard, but are not one-dimensional, being curious about the world around us and striving to be continuous learners who surround ourselves with others who inspire and challenge us.

Nimble – We embrace new and promising opportunities while adjusting quickly and efficiently to the inevitability of change.

Entrepreneurial – We create value through our focus on providing solutions, drive to deliver results, and our ability to work together in solving business challenges with integrity.

Compensation

Saol Therapeutics is prepared to offer a competitive salary, bonus, and equity, as well as career advancement opportunities (employment contingent on NDA approval; 30 December 2026 PDUFA date; anticipated start date: January 2027).

Apply or Learn More

Call and/or email resume to: HR@saolrx.com