



# Genentech Managed Care Medical Affairs Fellowship

2020-2022

## GOAL

The Managed Care Medical Affairs fellowship is a two-year program based in South San Francisco, CA that will expose the fellow to a broad range of corporate and field-based US Medical Affairs activities with a focus on managed care. Primary goals of the fellowship are to provide the fellow with a thorough knowledge of key access strategies and to develop foundational scientific and professional skill sets required for a successful career within the pharmaceutical industry.

## OBJECTIVE

### US Medical Affairs (Managed Care Focus) - Year 1

The fellow will learn how to communicate clinical information on our marketed products and compounds in late development to health care professionals and managed care entities in a regulated environment. More specifically, the fellow will correspond with external customers involved in evidence-based healthcare decisions including but not limited to managed care organizations, private and government health plans, third party payers, pharmacy benefit managers, specialty pharmacies, compendia publishers, guideline bodies and technology assessment entities. The fellow is expected to:

- Evaluate and interpret medical literature
- Write medical information in various response formats
- Conduct scientific and clinical presentations
- Apply managed care concepts and knowledge to customize our services for managed care customers
- Provide support to internal partners about emerging trends in the managed care landscape
- Review scientific/medical materials as well as promotional materials intended for the managed markets and payer environment
- Have special short- and long-term projects that contribute to departmental and organizational business needs, of which at least one is presented at a professional meeting

Based on individual interests, the fellow can gain exposure to other medical affairs activities, such as publications, scientific congress planning and support, and pharmacoeconomics (e.g. comparative effectiveness research, real-world evidence, health outcomes research, etc.).

## Managed Care Liaison (MCL) - Year 2

The fellow will also have an opportunity to develop an appreciation of the MCL role during the second year of the fellowship. The MCL is a member of a field-based team assigned to develop and cultivate relationships with key decision-makers and other influencers in managed care organizations, government programs, employers, integrated delivery systems and product distribution companies, to enhance access to and optimize formulary positioning for Genentech products. A key aspect of the MCL's responsibilities is to keep payers and other key external constituents or influencers abreast of new product launches, line extensions and Medical Affairs research. In this year, the fellow will have the opportunity to:

- Gain hands-on experience of the MCL role within the pharmaceutical industry and how they identify and provide information on population health issues to managed care customers
- Understand the legal and compliance guidance that frame MCL activities
- Participate in MCL strategy and planning sessions with MCL Leadership
- Have the opportunity to observe MCLs in the field
- Become familiar with the key responsibilities of MCLs on the medical and marketing teams
- Work closely with MCLs and US Medical Affairs in executing tactics that support the overall managed care strategy
- Support pre-launch preparations for potential new molecular entities and label expansions
- Assist in the development of managed care field materials
- Support collection of field insights to inform internal stakeholders of managed care trends

## QUALIFICATIONS

- Doctor of Pharmacy degree
- Impeccable ethics and integrity; honest, direct, and open communication
- Must convey a professional attitude and possess a sound knowledge base in clinical pharmacy therapeutics, drug information, and managed care pharmacy
- Effective verbal, written, and presentation communications skills
- Practice active listening and ask appropriate questions; provide relevant and thoughtful feedback and input
- Strong analytical, problem-solving, and decision-making skills
- Ability, comfort, and commitment to operate in a highly regulated environment and industry, which requires understanding of the imperative for compliance with company policies, procedures and other relevant internal or external laws
- Strong attention to detail
- Exhibit time management, prioritization, and organizational skills
- Self-starter and highly motivated; demonstrates flexibility and drive for results
- Excellent interpersonal skills; can effectively and quickly establish rapport with all key internal and external colleagues, customers, and stakeholders
- Strong customer orientation/focus skills
- Must demonstrate a high level of proficiency with Microsoft Word, Excel and PowerPoint

## HOW TO APPLY

- Submit an interview request in conjunction with ASHP Midyear (December 8-12, 2019 in Las Vegas, NV) via the Personnel Placement Service (PPS) with the following:
  - Curriculum Vitae and/or resume
  - Letter/essay describing why you are pursuing a Managed Care Medical Affairs Fellowship, and why you are the best candidate for this position. Please keep at one-page maximum.
- Interview requests will be reviewed on a rolling basis. We encourage all candidates to submit their requests early due to the competitive nature of the Fellowship selection process.
- **Deadline: Thursday, November 14, 2019 11:59 PM PST**

Select candidates who interview at ASHP Midyear will be asked to submit the following:

- Pharmacy school transcripts; overall GPA
- Three (3) letters of recommendation

## INFORMATIONAL WEBINAR

For more information and to pose questions about the Genentech Managed Care Medical Affairs fellowship, please join our webinar on:

**Monday, November 4, 2019 at 5:30 PM PST/8:30PM EST**

**Meeting URL:**

<https://genentech.webex.com/genentech/j.php?MTID=m4afec5bdc2459ad7174af2bc9517711f>

**Dial-In numbers:** 314-888-1153 or Toll Free 866-205-5379

**Conference Code/Meeting number:** 596 281 734

**Meeting password (if prompted):** Gene?123 (43630123 from phones)

## ABOUT GENENTECH

A member of the Roche Group, Genentech has been at the forefront of the biotechnology industry for more than 40 years, using human genetic information to develop novel medicines for serious and life-threatening diseases. Genentech has multiple therapies on the market for cancer & other serious illnesses. Please take this opportunity to learn about Genentech where we believe that our employees are our most important asset & are dedicated to remaining a great place to work.

## FELLOWSHIP PRECEPTORS

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**CONTACT INFORMATION** - Please email our current fellows for more information or questions.

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