

## **Scientific Affairs Manager**

The Binding Site Italy, based in Bergamo is going to hire a Scientific Affairs Manager.

Binding Site is a Specialist Protein company with the headquarters based in Birmingham, UK.

The company is committed to the research, development, manufacture and distribution of innovative, immunodiagnostic assays for the global laboratory market .

The Scientific Affairs Manager will assume responsibilities for written and verbal communications and collaborations relevant to scientific/medical issues pertaining to the use of The Binding Site products. Provides scientific/technical assistance to Sales and Marketing teams and customers for educational efforts including: presentations, e.g., Grand Rounds, Tumor Board, articles for Newsletters, etc., and evaluations of company's products.

### **Essential Duties and Responsibilities**

- Assume responsibility for Scientific Affairs activities pertaining to specified areas in support of company's business goals.
- Make frequent presentations to all levels of customers including Physicians, Laboratorians, Research Staff and Sales and Marketing personnel.
- Work closely with the Technical Sales Specialists/Managers, Regional Sales Managers, Clinical Education Specialists and Technical Service team in the field to optimize customer education and growth of sales resulting from optimal use of TBS products.
- Develop and maintain contacts with key external opinion leaders and clinical investigators, physicians, pharmaceutical companies, laboratories, and other key customers regarding medical advances, collaborative studies, and product related issues.
- Present data at key scientific meetings/conferences regarding company's products.
- Participate as internal consultant and ad-hoc member of project/product development teams in providing scientific/technical input to ensure that clinical utility of company's products meets clinical need.
- Work with Marketing and Research & Development to facilitate the effective transfer of relevant scientific and clinical information required to meet the needs and objectives of each group.
- Maintain a comprehensive understanding of scientific/clinical data and literature related to relevant company and competitor products and disease areas, and effectively transfers appropriate clinical/scientific information to key company personnel and external customers for business-related or educational purposes.
- Participate in presentations regarding Scientific Affairs to the Company.
- Prepare executive summaries as necessary to address organizational goals and objectives.
- Ensure all presentations are updated as required with new relevant scientific information pertinent to the promotion of Freelite and tailored to the specific audience.

### **Qualifications and requirements**

- Ph.D. or M.D. in a relevant scientific discipline, with strong expertise in Hematology /Oncology or equivalent combination of education and work-related experience.
- Strong background in Clinical Chemistry required.
- Excellence in scientific writing and speaking, including preparation and review of pre-clinical and clinical data for abstracts, manuscripts, and presentations.
- Excellent presentation/ communication skills including development of Power Point presentations.
- People management experience

### **Personal Characteristics (related to corporate culture):**

- Exceptionally strong written and oral communication skills.
- Demonstrated expertise in presenting scientific findings from small to large groups in the scientific community.
- Team player able to communicate effectively in a manner consistent with professional scientific etiquette with all levels within the Company and with the Customer base.
- Strong track record in prioritizing and simultaneously managing multiple projects (activities) in a fast paced environment for timely completion of projects.
- Ability to achieve goals with minimal to moderate supervision and direction.

### **Contact**

You can send your CV to Elena Piccoli (HR)

[elena.piccoli@bindingsite.it](mailto:elena.piccoli@bindingsite.it)