



**Job #: 02-263**

**Job Title: Regional Director, Medical Science Liaison (MSL)**

**Location: Remote/Field Based**

**Role Summary:**

Deciphera Pharmaceuticals is a clinical-stage biopharmaceutical company focused on improving the lives of cancer patients. We have used our proprietary drug discovery platform to develop a diverse pipeline of drug candidates designed to improve outcomes for patients with cancer by enhancing the quality, rate and/or durability of their responses to treatment. We currently retain global development and commercialization rights to our drug candidates, including three programs in clinical development. Deciphera (NASDAQ: DCPH) is a publicly traded company headquartered just outside Boston in Waltham, Massachusetts. Our state-of-the-art research facility is located near the University of Kansas School of Pharmacy in Lawrence, Kansas.

We offer an outstanding culture and opportunity for personal and professional growth based on these key principles:

- providing a collaborative, energized and fun work environment where people are empowered and supported in the achievement of their career goals
- a diverse and multi-disciplinary workforce
- dedicated and talented people who are passionate about achieving excellence in all they do
- a work environment that allows you to balance your priorities
- above all else, a commitment to the patients we serve

**Position Summary:**

We are seeking a Regional Director, Medical Science Liaison who will have regional responsibility for building, leading, managing, and supporting the US MSL field team and will report to the National MSL Director. Together with the National MSL Director and VP of Medical Affairs, the Regional Director, MSL will build the team and establish the long-term vision, strategy, plans, objectives, and infrastructure for the MSL team. The successful candidate will have significant experience facilitating strong MSL relationships with the external scientific and medical community. The Regional Director, MSL will be accountable for regional execution of the medical affairs program strategy and assure Medical Science Liaison activity execution within expected scope, budget and timelines in support of Deciphera's pipeline agents. The Regional Director, MSL will also maintain a region of coverage for Key

Opinion Leader engagement, to provide medical support for the brand plans, to support development strategies and initiatives for Deciphera's programs and advance the body of scientific knowledge.

This position is available as a remote position from home and will have significant expectations for travel.

**Key Responsibilities:**

- Build, lead and manage a regional field - based team of scientific professionals in their successful delivery of medical education and support of Investigator Initiated clinical trials in Oncology.
- Identify candidates, hire, train, develop, and manage a team of MSLs to implement field initiatives ensuring the development of best practices and scientifically-based materials that are compliant with all legal and regulatory and company guidelines.
- In collaboration with key internal stakeholders, lead the development and execution of Deciphera's external engagement and educational strategies for centers of excellence, HCP's, and thought leaders.
- Lead medical education through communication of scientific information.
- Ensure high quality presentations of scientific data in various settings, including advisory boards, investigator meetings, to enhance product/disease state knowledge.
- Provide support to clinical operations for investigators in ongoing clinical trials, investigator-initiated research, and registries consistent with company objectives and regulations.
- Lead Deciphera's medical team at national and regional scientific meetings including staffing medical affairs booths, gathering competitive intelligence, and developing pre and post-conference scientific materials.
- Identify key deliverables, insights, and metrics that highlight the value of the MSL organization and communicate with senior leadership at Deciphera on an ongoing basis.
- Track and provide quantitative and qualitative data from MSL activities that demonstrate customer impact to the Deciphera organization and ensure goal achievement.

**Required Qualifications:**

- PharmD, PhD, or MD preferred. Advanced degree Nurses, NPs, PAs, or those with a Master's degree in life sciences with pharmaceutical industry and clinical research experience are also welcome to apply.
- Exceptional leadership/management skills; prefer 5 years of experience leading field based MSL teams.

- Thorough understanding of applicable federal and state regulatory requirements for field-based scientific personnel; successful track record of compliance.
- Experience/expertise in interpretation of scientific data, market research, competitive intelligence tools, drug information systems, and developing medical educational strategies.
- Outstanding written and verbal communication/listening and presentation skills.
- Previous success translating/tailoring complex scientific concepts into simple language for targeted audiences.
- Demonstrated problem solving abilities and strong organizational skills.
- History of collaboration/teamwork; reputation for successful partnering with internal and external stakeholders, including medical opinion leaders, large group practices, medical directors and MCO professionals.
- Good understanding of clinical development and commercial environment.
- Ability to work successfully in a team/matrix environment and independently, as required.
- Pragmatic, solution-oriented thinker who possesses a “can do” and “whatever it takes” attitude, coupled with excellent organizational and communication skills.
- Strong interpersonal skills with the ability to motivate and influence others, negotiate during situational conflict, and establish the best forward path in the face of competing points of view.
- Proficiency with Veeva and Microsoft Office; in depth Word, PowerPoint & Excel skills.
- Ability to travel (60%).

Deciphera offers competitive compensation, including equity-based compensation, and a comprehensive benefits package that includes medical, dental, vision, 401(k) retirement plan, life insurance and a flexible spending account for either health care and/or dependent care.