



**Job Title:** VP/SVP Scientific Strategy  
**Reports to:** Executive Director  
**Date:** 4/22/22

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ACHL is an independent, full-service, accredited medical education provider that meets the standards of the Accreditation Council for Continuing Medical Education (ACCME) and other healthcare education accrediting bodies. ACHL's mission is to design, develop, and implement quality continuing education activities that will have a positive influence on the way healthcare is practiced, thereby improving the quality of care provided to patients. We collaborate with expert clinicians, professional societies, academic institutions, and patient advocacy groups to develop innovative and responsive education that improves healthcare delivery and patient outcomes. From educational design to program implementation, program awareness and measuring educational effectiveness, our team strives to deliver exceptional education across a variety of therapeutic areas. Visit our website at [www.ACHLcme.org](http://www.ACHLcme.org) and [www.achleducation.com](http://www.achleducation.com) to learn more. ACHL is an equal opportunity employer and values diversity. All employment is decided based on qualifications, merit, and business need.

The Vice President/Senior Vice President, Scientific Strategy, reporting to the company's Executive Director, will take a leading role in defining the scientific strategy underlying the development of the ACHL's business pipeline of commercially and independently supported independent medical education (IME). This encompasses identification of funding opportunities across varied therapeutic areas, including identification and prioritization of opportunities through both an understanding of the scientific literature, assessment of drug positioning, and engagement with external experts. This role works collaboratively with the VP, Stakeholder Engagement and VP, Educational Development to build, grow and maintain ACHL's business pipeline.

#### **Job Benefits**

- 21 annual PTO days
- 14 holidays and 1 floating holiday
- Optional summer hours program
- Real-time matching of 401k contributions, up to 50% of the first 6% of your wages
- Competitive health benefits including employer reimbursement for health deductibles
- Pre-tax commuting
- Bonus pay
- Centrally located in the Chicago loop
- Hybrid in-office and/or remote work schedule

#### **Summary of Position Requirements:**

##### **Qualifications:**

- MD/PhD/PharmD or equivalent strongly preferred, however non-doctoral degree in science (ie. M.Sc.) may be acceptable if candidate brings significant development and/or commercial experience and has sound scientific understanding
- Prior experience in the biotech/pharma industry, promotional or CME/CE agency setting
- Prior experience in leading/collaborating with cross-functional teams

##### **Experience:**

- Development of medical and scientific strategy/content
- At least 10 years' experience in the biotech/pharma industry, promotional or CME/CE setting
- Knowledge of adult learning principles and instructional design a plus

## Essential Duties and Responsibilities:

- Responsibility for surveying and synthesizing scientific and competitive data to further develop an innovative scientific strategy for ACHL discovery, commercial support and partnering activities
- Develop and maintain thorough knowledge of commercial supporter (client) product positioning, scientific approach, and business objectives; identify relevant strategic opportunities for ACHL
- Stay abreast of developments in the external scientific community through networking activities, including representing the company at scientific and CME/CE industry conferences
- Cultivate and maintain relationships with supporters, academic institutions, professional societies, and KOLs
- Define and grow areas of strategic focus in alignment with the ACHL's objectives
- Advance potential opportunities via internal discussions, identifying and engaging appropriate external experts, developing recommendations, and presenting findings to business development team
- Collaborate with other members of the BD team on the organic growth of accounts and development/diversification of new business
- Problem-solve conflicts and issues when they arise to ensure goals are met for client
- Direct the development of needs assessments/clinical practice gap analyses for educational grants aligned to the interests of prospective supporters
- Partner with BD and implementation team (project, scientific, digital, compliance, marketing, and outcomes) to design and develop strategic programs that meet commercial supporter goals, ensuring progress, action, and results and maintaining high-quality service and execution
- Adapt to successfully working in therapeutic areas outside of background
- Collaborate with other members of the BD team to meet assigned targets for profitable sales volume, market share, and other key financial performance objectives
- Oversee translation of company's and supporter's strategic objectives to guide the development of outcomes/ evaluation strategies that align with and support these objectives
- Support ongoing improvement to outcomes measurement study designs and statistical analyses plans utilizing industry standard methodologies
- Mentor junior staff and play an active role in their professional development

## Skills:

- Highly developed scientific analytical skills, able to critically assess, integrate and synthesize broad areas of scientific research from diverse sources to develop specific recommendations
- Proven ability to work effectively in a collaborative environment and on cross-functional teams
- Ability to use broad expertise and to develop scientific strategies, company objectives and principles, and to achieve goals in creative and effective ways
- Ability to develop and maintain effective relationships with key external stakeholders and potential stakeholders
- Strong interpersonal, influencing, presentation, and written and verbal communication skills

Please email an updated CV to: [careers@achlcme.org](mailto:careers@achlcme.org)