
General Information

Job Title:	Scientific Affairs Manager, China
Job Grade:	
SAP Job Code:	
Department:	Scientific Affairs
Reports to (Job Title):	Director of Scientific Affairs

Job Purpose (State in one sentence the overall objective of the job)

To serve as the key person in providing scientific and technological expertise to support commercial and scientific objectives within the region.

Major Accountabilities (Describe the main results of the job to be achieved)

- Support commercial and scientific objectives within the region through applying industry knowledge and skills.
 - Review industry trends, stakeholder initiatives and competitor actions to develop strategies to support the commercial and scientific objectives within the region.
 - Establish strong relations with key opinion leaders and industry groups to support Government mandates and testing standards.
 - To be the Scientific advocate for NAT and NDx products within the region.
 - Stay current on scientific, regulatory and political developments and trends in the industry. Define strategies for evaluations, reviews etc favoring NDx products and systems. Promote these concepts to national authorities, regulatory agencies and local opinion leaders ensuring alignment with local commercial objectives.
 - Become the key company spokesperson and educator within the region through frequent presentations and stakeholder visits
 - Liaise closely with the Scientific Affairs group within Asia Pacific and Worldwide to support global initiatives, to be applied within the region.
 - To support commercial objectives through the provision and maintenance of data, literature reviews and scientific material relevant to the region.
 - Provide scientific and technical materials which can be used as sales and marketing tools supporting product and system positioning within the Asia Pacific market.
 - Maintain compliance to NDX QA, Ethics and business practice standards including local industry standards
 - Lead and manage any local Scientific Liaison,
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Key Performance Indicators (Indicate how performance will be measured: indicators, activities...)

- Adoption of NDx NAT within key targeted accounts.
- Strength of relations with Key opinion leaders and industry bodies and other key stakeholders within the region
- Number of customer testimonials, customer abstracts, customer publications.
- Number and quality of scientific presentations (customers and self).
- Results from 360 degrees feedback survey, including from Distributors
- Timeliness and outcomes of product evaluations and scientific studies conducted within the region

Job Dimensions

Number of associates:

Financial responsibility:

Perform functions within budget allocation

Impact on the organisation:

High

Ideal Background (State the minimum and desirable education and experience level)

Education :

- Education: PhD or Medical Degree in life sciences, or equivalent. Business degree is a plus..

Languages:

- Bi-lingual: Mother tongue and English.

Experience:

- Professional Experience: 5+ years experience in the blood or blood products industry. 5 + publications in reputed scientific journals
- Proficient in the medical, clinical, and scientific aspects of diagnostic products and services.
- Capable of reaching aggressive goals with limited guidance.
- Capable of simplifying complex scientific challenges.
- Ability to travel widely within the region
- Strong presentation skills