

Director Medical Affairs

Cranbury/Newark, NJ, US

Worker Category: Active - Regular full-time

Now is an exciting time to join Rafael Pharma, a leading late stage Oncology company. Our focus is the patient “One Patient At A Time”.

We are a company united by strong values – passion, customer focus, innovation, adaptability and integrity. Our values reflect the way we strive to improve the quality of life for patients, and are at the heart of our company’s success and future growth.

We continue to seek passionate, dedicated, and solutions-oriented people – and consistently ensure that our people develop their talent. If Rafael Pharma is to realize its vision, we need people who think innovatively and act with integrity.

We currently have an opening for, Director Medical Affairs in our Cranbury/Newark NJ office.

In addition to developing its lead Cancer Metabolic molecule CPI 613 Rafael is looking to increase its breadth through co-development, partnering and acquisitions. The Director Medical Affairs in Rafael will be responsible for developing Medical Affairs (MA) strategy, management and supporting MA projects, helping with development of publications, presentations and MA deliverables. The Director Medical Affairs will also be responsible for exchange of medical and scientific data with healthcare providers, payors, policy makers, and other stakeholders. The position will report to the CEO.

Role and Responsibilities:

- Provide expert opinion on pathophysiology, diagnosis, existing and emerging treatment options and unmet medical needs to inform key medical and business decisions
- Develop and manage relationships with Key Opinion Leaders (KOLs), centers of excellence and advocacy groups, in collaboration with field medical personnel
- Assists with development of MA strategy and resources and deliverables across programs
- Attends medical conferences as MA representative, assists with congress planning and strategy, leads meetings and assists with meeting summaries
- Assists with publication strategy across products- abstract planning, timeline management, presentation, poster, and manuscript development
- Writes and/or formats abstracts, posters, content for scientific meetings, conferences, other events, presentations, and other publicly distributed materials
- Supports Clinical Development on strategy, background research and problem solving
- Participates in competitive intelligence and/or other market/industry assessment activities and projects and developing internal FAQs
- Maintains scientific and clinical knowledge in the specific therapeutic and disease area(s) of assignment
- Provide subject matter expertise as part of corporate and business development activities



- Develop product educational program and materials

Required Skills:

- Education: RN, BSN, MSN, NP, PA, PharmD, PhD, MD
- Strong and established network in the Oncology Business Development community, including pharmaceutical companies, biotech, research institutions and venture capital
- 5+ years of experience in a Pharmaceutical company with a minimum 2 years of previous MSL experience OR equivalent pharmaceutical industry clinical field role with high preference to Oncology experience
- Experience designing and executing clinical studies, including studies with health economic endpoints
- Knowledge of the regulatory framework for approval and post-marketing commercial activities (FDA, DDMAC)
- Experience with literature information databases
- Strong verbal and written communication skills at a professional medical level
- Ability to respond effectively to sensitive inquiries, customer inquiries or complaints as well as communicate effectively both orally and in writing with management, peers and individuals
- Leadership, coaching and mentoring skills
- Ability to manage budgets, multiple projects, and timelines



- Ability to collaborate cross-functionally across teams and across the organization (clinical, development, commercial)
- US pharmaceutical experience from pre-launch through commercial/development lifecycle
- Experience of supporting product launches
- Publication and manuscript preparation experience
- Full understanding of all stages of pharmaceutical drug development process
- Skilled at negotiating with business partners or management and influencing senior level leaders regarding matters of significance to the organization
- Proficient at creating and communicating a clear vision among team members effectively aligning resources and activities to achieve functional area and/or organizational goals

About Rafael Pharmaceuticals:

Rafael Pharmaceuticals, Inc. is a privately held, clinical stage, oncology-focused pharmaceutical company, established in 2002. It is committed to the development and commercialization of therapies that exploit the metabolic differences between normal and cancer cells. Company's flagship molecule CPI-613 is developed in 'Altered Energy Metabolism-Directed (AEMD)' platform. CPI-613 is in late stage of clinical development for multiple hematological malignancies and solid tumors. It has shown excellent safety and promising efficacy profile as a single agent, as well as in combination with standard therapy in Phase II clinical trials in relapsed or refractory patient population. Rafael also has an outstanding leadership team highly experienced in oncology development and commercialization. Several team members were associated with successful development and global launch of oncology products in the past.

Rafael is committed to equal employment opportunity and non-discrimination for all employees and qualified applicants without regard to a person's race, color, sex, gender identity or expression, age, religion, national origin, ancestry, ethnicity, disability, veteran status, genetic information, sexual orientation, marital status, or any characteristic protected under applicable law. Rafael is an E-Verify Employer in the United States. Rafael will make reasonable accommodations for qualified individuals with known disabilities, in accordance with applicable law. Any applicant requiring an accommodation in connection with the hiring process and/or to perform the essential functions of the position for which the applicant has applied should make a request to the recruiter or hiring manager, or contact Talent Acquisition at Rafael Pharmaceuticals.