

# Open position : Business Developer – Medical affairs manager

## DNAlytics at a glance

DNAlytics develops and markets precision medicine solutions based on a data mining platform. The development of such solutions consists in identifying new sets of biological markers and predictive models for medical decision support (diagnosis, prognosis or treatment response) and building the necessary software to make these solutions effective. The company's mission is to improve patients' health, healthcare systems sustainability and industry products positioning. DNAlytics's vision is to see its solution implemented in routine care at an international scale.

DNAlytics has been the first company to market a **data-driven** precision medicine solution in rheumatology in Europe. It has been awarded several prestigious prizes from entities such as IBM, Microsoft, the MIT or the European Union. DNAlytics also has an excellent track record of working for international customers.



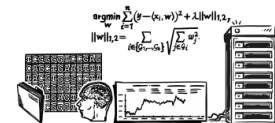
DNAlytics has product lines in **oncology** and **rheumatology**. Since its onset in 2012, it has also conducted a consulting activity in the field of data mining for pharma, biotech and IVD companies as well as academia. **This activity is mainly a scouting activity for new product leads and ensures regular revenues as well.**



Colonokit, a diagnostic solution in Oncology



Rheumakit, a diagnostic solution in Rheumatology



Data mining consultancy services

## Open position as Business Developer – Medical affairs manager.

Starting from 2017, DNAlytics dynamic 6-people team will grow to rapidly reach 10 people, and up to 40 in 2022. The team will be reinforced in highly multi-disciplinary skills. We are looking for motivated and highly competent colleagues to join us and complete the team in terms of data scientists and IT profiles, business development capacity (link with KOLs, out-licensing and partnerships, reimbursement, sales), quality management, and operations. Most positions are intended to be based mainly in our headquarters at Louvain-la-Neuve, Belgium.

In that context, we are currently looking for a key collaborator to **ensure the link between the medical, clinical and scientific community and the company**. This position is part of the business development team of DNAlytics, under the supervision of the Chief Business Officer, and connected to the data sciences and IT team.

### Responsibilities:

For a range of products in the field of precision medicine, namely in Oncology and/or Rheumatology :

1. Maintain and develop an international network of Key Opinion Leaders, Scientific societies, patients associations.
2. Be a two-way link between that network and the company.
3. Increase the integration of the company's innovations in clinical research and practice.

Help the company identify new product opportunities deriving from its consultancy service pipeline.

### Tasks:

1. Increase the number of KOLs, Scientific societies and patients associations in the company database, and inform them about the company's products, ongoing development and positioning.
2. Make the company aware of the perception by this network of the company's products, ongoing development and positioning.
3. Make the company aware of new developments, concerns, challenges which matter for this network.
4. Take part to scientific and medical congresses.
5. Promote the use of the company's precision medicine products in investigator-initiated studies.
6. Support clinicians in their scientific communication process incorporating the company's products.

7. Promote the use of the company's products in clinical routine.
8. Promote company's interests towards guidelines-makers.
9. Coordinate your activity with the rest of the business development team and the company management (namely CEO and Chief Business Officer).

#### **Diploma's / degrees:**

MD or Master degree in Biology, Biomedical sciences, Bio-engineering or equivalent.

#### **Experiences:**

- Equivalent medical affairs position in another innovative company, and if not, in market access / health-economics.
- Proven track record in developing the adhesion of a network of clinicians / scientific societies / patients associations to innovative products.

#### **Other skills:**

##### Languages:

- Fluent oral/written English required ;
- Fluent oral/written French required ;
- Fluent oral/written Flemish required.
- Other languages are a plus.

##### Computer:

- (Libre/Open) Office softwares (word, excel, ...)
- Simple use of Linux/Unix systems is a plus.

##### Other:

- Scientific writing
- Very strong communication skills,
- Knowledge in market access, diagnostic funding / reimbursement, and health-economics is a plus.
- Be open to multidisciplinary environment (medicine/data science)
- Show good team spirit but sufficiently autonomous to evolve in a dynamic startup

**To join DNALytics and to know more about these positions, go to <http://dnalytics.com/corporate/careers/> or contact [careers@dnalytics.com](mailto:careers@dnalytics.com)**