

Position Description: Veterinary Medical Liaison – West Coast Region

Aratana Therapeutics, Inc. (NASDAQ: PETX), a pet therapeutics company focused on the licensing, development and commercialization of innovative biopharmaceutical products for companion animals, is a fast-growing company headquartered in the greater Kansas City area. Aratana intends to become a leader in pet therapeutics by developing, manufacturing and marketing products that address unmet or underserved medical needs of pets. The Aratana approach to pet therapeutics is built around bringing the best in scientific advances from human science to veterinary medicine.

In 2016, we have received FDA approval for three innovative therapeutics:

- A prostaglandin receptor antagonist that specifically targets the EP4 receptor to target osteoarthritis pain and inflammation in dogs
- A selective ghrelin receptor agonist that mimics ghrelin, the naturally-occurring “hunger hormone,” to stimulate appetite in dogs
- A long-acting, local anesthetic that provides up to 72 hours post-operative pain relief following cranial cruciate ligament surgery in dogs

Aratana has also received licensure from the USDA for two monoclonal antibodies as aids in the treatment of lymphoma. In addition, Aratana is working on a broad portfolio of other product candidates and continues to seek in-licensing opportunities.

Following the recent FDA approvals, Aratana has established a field-based sales force, an inside sales effort, a medical scientific liaison force, and national accounts coverage. During the coming years, Aratana anticipates continuing to expand its commercial activities.

The Veterinary Medical Liaison serves its assigned Sales Region as their technical support specialist. The Veterinary Medical Liaison educates and trains veterinarians and staff at general and specialty practices on Aratana’s product portfolio. The position is field-based and reports to the company’s Chief Development Officer. The Medical Science Liaison will operate from their home office; extensive domestic travel (approximately 70%) is required. Candidate should reside on the West Coast Region of the United States with potential cities including Los Angeles, San Francisco, or Seattle.

Responsibilities

Responsibilities and duties will be varied and will include:

Technical support of the assigned Sales Region.

- Educating veterinarians and staff on the value of Aratana’s pet therapeutics and how to use them safely and effectively to maximize benefits to their customers

- In coordination with Sales, visit customers and conduct product training programs as needed.
- Supporting the needs of the key external stakeholders: Veterinarians, Specialists, Pet Owners, Key Accounts, Distributors, Key Opinion Leaders and Partners.

Lead professional specialist for assigned therapeutic areas and product portfolio.

- Designing, developing and conducting technical training for the sales and marketing organization.
- Providing technical input to marketing managers for assigned therapeutic areas and product portfolio including review of promotional materials.
- Suggest market support studies and provide input on study design and monitoring.
- Maintaining competitive profiles and monitoring the scientific literature for relevant information.

Support of Medical Affairs functions.

- Responding to product inquiries from veterinarians and pet owners and building FAQs for the products.
- Investigating and managing adverse event complaints as needed and reporting according to corporate guidelines.
- Presenting technical information at veterinary meetings and conferences.
- Key point person for contact with assigned Academics at Veterinary Schools and Key Opinion Leaders.

Skills and Key Competencies:

- DVM/VMD with prior small animal veterinary practice experience. Board specialty in internal medicine, oncology, dermatology, or other is a plus but not required.
- Strong knowledge of key therapeutic areas, practice protocols and study design.
- Adept with technology systems, including Microsoft Office Suite; experience with a Pharmacovigilance database and CRM a plus.
- Excellent oral and written communication skills including presentation skills.
- Ability to interact with key internal stakeholders: Sales, Marketing, and Product Development to flourish in a small, rapidly growing company environment.

Compensation will be determined based on industry benchmarks and individualized to the candidate and will include annual base salary, potential for annual bonus and equity. Full benefits package provided.

Aratana is an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, national origin, disability status, protected veteran status, or any other characteristic protected by law.