Position Description: Medical Science Liaison (Field Veterinarian) – Northeast Region

Aratana Therapeutics, Inc. (NASDAQ: PETX) is a fast-growing pet therapeutics company headquartered in Leawood Kansas with offices in Boston, Massachusetts, San Diego, California and Leuven, Belgium. Aratana intends to become the leader in pet therapeutics by developing, manufacturing and marketing products that address the unmet medical needs of pets.

Aratana has developed and received FDA approval for an EP4 prostaglandin receptor antagonist for the pain and inflammation associated with osteoarthritis in dogs as well as a first in class ghrelin receptor agonist that stimulates appetite in dogs. Aratana has two monoclonal antibodies licensed from USDA to aid in the treatment of T-cell and B-cell lymphoma in dogs. The pipeline includes therapeutic candidates for postoperative pain, osteosarcoma, allergy, viral diseases and other unmet needs.

Aratana seeks a Medical Science Liaison reporting to the company’s Medical Director. The position is a full-time position and is available immediately. The position is field-based and the candidate will operate from their home office. Extensive domestic travel (approximately 70%) is required. Candidate should reside within the Northeast Region of the United States with potential cities including New York, Boston, Washington DC, and Baltimore.

Responsibilities

Responsibilities and duties will be varied and will include:

- Educating both internal and external customers including veterinarians and associated staff, distributor sales representatives on the value of Aratana pet therapeutics. This will be accomplished by collaborating and working with the Regional Sales Leaders and Therapeutic Specialists.
- Planning and executing weekly ride-a-longs with the Therapeutic Specialists to deliver technical/scientific presentations at lunch and dinner meetings, distributor trainings, and local, regional, and national veterinary meetings.
- Designing, developing and conducting technical training for the sales and marketing organization.
- Key veterinary conference attendance as assigned including exhibit hall attendance and completion of required Continue Education hours.
- Key point person for contact with assigned Academics at Veterinary Schools and Key Opinion Leaders. This includes facilitating and cultivating relationships through annual webinars and in-person advisory board meetings.
- Providing input on design and monitoring of post-approval marketing studies.
- Providing technical input to Business Development and Marketing on potential new therapeutic candidates.
- Providing input to marketing on promotional materials.
- Responding to product inquiries from customers including veterinarians, veterinary technicians, pharmacists and other medical professionals regarding the safe and effective use of Aratana therapeutics.
- Assisting in adverse event complaints as needed and reporting according to corporate guidelines.
- Writing technical papers that can be used promotionally and/or submitted for peer-reviewed publications and internal communications.
- Maintaining competitive profiles and monitoring the scientific literature for relevant information.
- Supporting the needs of key internal stakeholders: Sales, Marketing, Veterinary Services, and Business Development.
- Supporting the needs of the key external stakeholders: Veterinarians, Specialists, Pet Owners, Key Accounts, Distributors, Key Opinion Leaders and Partners.
- Operating within expense budgets and recommending investments based on ROI.

**Skills and Key Competencies:**

- DVM/VMD with prior companion animal veterinary practice and industry experience. Board specialty is a plus but not required.
- Strong knowledge of key therapeutic areas, and practice protocols.
- Adept with technology systems, including Microsoft Office Suite; experience with PV-Works and VEEVA CRM a plus.
- Excellent oral and written communication skills with emphasis on strong presentation skills.
- Ability to flourish in a small, rapidly growing company environment desirable.

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.