

Director of Medical Education

Company Overview:

Miach Orthopaedics, Inc., a commercial stage, privately held company located in Westborough, Massachusetts, is dedicated to developing bio-engineered surgical implants for connective tissue restoration. The company's initial focus is on ACL injuries. The company introduced the BEAR® (Bridge-Enhanced® ACL Restoration) Implant for commercial use in October 2021. The BEAR Implant is the first technology to clinically demonstrate that it helps restore a patient's own ACL tissue. The current standard of care for treating ACL ruptures is reconstruction, which replaces the native ACL with a graft harvested from the patient or from a deceased donor.

Position Overview:

Reporting to the VP Clinical, Regulatory and Compliance, the Director of Medical Education is responsible for developing a best-in-class medical education strategy for healthcare professionals that aligns with and supports company goals and advances market access. The individual is responsible for developing, facilitating, and implementing comprehensive regional and local programs that include, but not limited to, in-person, digital and virtual programs. In addition, he/she is responsible for assessing the effectiveness and impact of the programs on the surgical practice behavior of the HCPs. The Director of Medical Education will be the primary contact and coordinate with key societies and associations to ensure the company is well represented at conferences and symposiums

Duties/Responsibilities:

- Develop a comprehensive, innovative and best-in-class medical education strategy and programs that align with business goals regionally and nationally
 - The plan should include detailed project steps, timelines, and budgets, as well as feedback mechanisms to evaluate effectiveness and business impact
- Communicate strategy and plans to management to gain alignment and support
- Design and facilitate specific medical education programs for HCPs that recognize and align with where an HCP is on their learning pathway from awareness to adoption
- Assess and implement educational technologies, platforms, and tools to facilitate the best-in-class, most cost-effective medical education experience for HCPs
 - The methods should consider virtual, digital, and in-person formats for delivery of medical education programs as well as white papers, podium presentations, VuMedi and other ways to provide medical education to HCPs
- Develop criteria for selection of appropriate surgeon faculty, select faculty; work with faculty to develop medical education programs and content; manage contracts with the KOLs involved in the medical education programs
 - Working with clinical and sales, ensure content and agendas for the programs align with the business strategy, create awareness of the unique benefits of the BEAR Implant, and position the BEAR Implant to become the standard of care in the future
- Identify key regional and national societies that the company can establish medical education partnerships; collaborate with the scientific societies to ensure Miach's medical education programs are well represented at key regional and national conferences and symposiums

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- Facilitate and oversee all medical education event activities
 - Develop metrics, analyze results, and identify improvements in the content, formats, and delivery of Miach's medical education programs
 - Provide reports to management as needed as well as recommendations for continued improvements to the programs
 - Monitor educational activities to ensure compliance with CMS and AdvaMed guidelines
 - Manage medical education expenses effectively and within budget

Education/Experience:

- B.A./B.S. or equivalent degree required; healthcare or science degree strongly preferred
- 10+ years' work experience and proven track record leading medical education activities for a medical device company; experience in orthopedics or sports surgery preferred
- Experience in delivering medical education in multiple formats, digital, virtual and in-person

Skills/Competencies:

- Personal integrity
- High level of competency in program management within medical education or commercial functions; able to develop detailed and achievable plans and execute per plan
- Ability to form strong relationships with KOLs
- Excellent presentation and interpersonal communication skills
- Self-starter, highly motivated
- Creative, ability to identify and implement evolving, cost-effective medical education tools and formats
- Highly collaborative, strong ability to listen and partner with multiple functions within the company as well as others
- Adaptable, able to work in a fast-paced environment and pivot with changing market or company dynamics
- Passionate about delivering on commitments on time and within budget
- Ability to 'roll-up' sleeves and do what it takes to get the job done
- Ability to effectively prioritize and manage multiple tasks at the same time
- Must have strong attention to detail and be highly organized
- Demonstrated proficiency in Microsoft Office (Excel, Word, Powerpoint)
- Ability to travel up to ~40% of time

Miach Orthopaedics actively recruits individuals with an entrepreneurial spirit and drive for excellence. We offer comprehensive benefits and competitive compensation packages. Miach is an equal opportunity employer and is committed to providing equal employment opportunities to all qualified candidates and employees.

Interested candidates should submit a cover letter and resume to our Human Resources Department at hr@miachortho.com. Please include the job title of the position you are applying for in the subject line. Please note that agency phone calls or submissions will not be accepted at this time.
