



Want to help establish a new era of data-driven outcomes?

Medisoft, a leading supplier of electronic health records, has an exciting opportunity for a **Business Development Manager** in the field of **Clinical Research Data**, to identify and develop opportunities for collaboration with pharmaceutical companies, research groups and organisations with an interest in the analysis of real-world data in the field of ophthalmology.

Medisoft develops and supports one of the world's leading Electronic Medical Records (EMR) systems, specifically for ophthalmology. The software is used by thousands of hospital eye doctors and their teams to record every detail of patient assessment, management and treatment.

These health records do not belong to Medisoft, but part of our business is to broker relationships between hospitals that use our system and researchers with an interest in using the data. Past collaborations have included several multi-centre studies which have helped ophthalmologists better understand the natural history of ophthalmic conditions, variations in the delivery of care and the efficacy of different treatments.

In April 2017, Medisoft was acquired by Heidelberg Engineering, a leading supplier of ophthalmic imaging solutions. The partnership between the two companies will unlock new opportunities to combine EMR and diagnostic device data, further enhancing the value we can add in this area.

We are seeking an experienced professional with an appreciation of the huge potential of these data to help us form collaborations that will lead to better patient outcomes.

Candidate profile

The successful candidate is likely to be aware of Medisoft and the impact we are already making in this field. Someone having worked in Medical Affairs or Medical Science Liaison for a major ophthalmic pharmaceutical company would be well suited to this role. The position might also be of interest to a contract researcher who has been involved in designing Real World Evidence (RWE) / Health Economics and Outcomes Research (HEOR) projects in the field of ophthalmology.

The post is based at our offices in Leeds, but involves frequent travel in the UK and abroad. Leeds is a vibrant, cosmopolitan city with excellent transport links, affordable housing and beautiful countryside nearby, so this could provide an ideal relocation opportunity.

Essential characteristics

1. Extensive network of contacts across relevant sectors of the pharmaceutical industry.
2. Good general knowledge of ophthalmic conditions and treatments, and the delivery of ophthalmic care.
3. Exposure to a range of real-world evidence / HEOR projects, ideally from design through to completion.
4. Excellent verbal and written communication, comfortable with producing detailed proposals to short deadlines.



Desirable characteristics

1. PhD or equivalent in a relevant field.
2. Previous collaboration with Contract Research Organisations such as Ora, IQVIA.
3. Research background or significant exposure to clinical research and statistical methods.
4. Working knowledge of regulatory and approval processes, including NIHR / Health Technology Assessment, NICE, EMA, FDA.
5. Strong understanding of the use of Electronic Medical Records in a clinical setting.
6. Appreciation of UK National Health Service processes and governance.
7. Understanding of the legal and regulatory framework affecting data studies.

Package

Your work will help to change the way that ophthalmology is delivered, and will make a difference to millions of people with eye conditions.

We offer a highly competitive package, with flexible working, pension and perks such as an annual team tour.

If you think you can bring something special to our award-winning team, please e-mail a current CV and covering letter to careers@medisoft.co.uk. Medisoft is an equal-opportunities employer.