

## Senior Medical Value Success Specialist

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Company: Roche

Location: Hong Kong

Category: healthcare-practitioners-and-technical

### The Position

Roche Diagnostics

### Purpose of the Job

**Senior Medical Value Success Specialist is responsible to:**

**Support the Medical Value Success team to drive clinical adoption and access of high medical value biomarker testing through market development and medical strategy**

**Support the development and implementation of market development strategies to drive high medical value biomarkers in clinical practice.**

### Accountabilities

**Support the Medical Value Success team to drive clinical adoption and access of high medical value solutions through market development and medical strategy**

**Support and contribute to drive clinical adoption of high medical value solution**

**Act as a team player to support the team to make impact**

**As a ambassador to connect and work with other functions to drive clinical adoptions and access of high medical value solutions for Hong Kong and Macau**

**Support the development and implementation of market development strategies to**

**drive high medical value solutions in clinical practice.**

**Co-create the market development strategies to drive high medical value solutions to be adopted in clinical practice**

**Communicate the market development strategies with internal stakeholders to enable goal and tactics alignment**

**Accountable for the implementation of the market development strategy**

**Identify high market potential high medical value solutions for Hong Kong and Macau and develop market development plan**

**Generate leads of adopting high medical value solutions in Hong Kong and Macau  
Partner with KOLs and key customers to enable access of high medical value solutions**

**Bring leads and opportunity and work closely with other functions to drive commercial conversion and success**

**Skills and Competence**

**Education :**

**Bachelor degree in Chemistry, Biochemistry, Biomedical Science, or Biology or equivalent**

**Experience :**

**≥ 5 years sales and marketing experience in pharmaceutical / diagnostics / medical laboratory testing service.**

**Access of biomarker is HA is desirable**

**Background of Endo/GI Hepat/Geri is preferable**

**Competence:**

**Impactful storytelling and presentation skill**

**High influencing and collaboration skills to internal and external stakeholders**

**Strategic thinking and planning skills**

**Strong understanding on IVD business model**

**People and Team management skill to drive impact as a team**

**Able to understand diseases background and clinical practice**

**Able to balance make impact now and think long term**

**Sufficient understand medical affairs, access and policy (Optional)**

**Language:**

**Fluent in English and Cantonese. Mandarin is advantage**

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**Cross References and Citations:**

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