Principal Medical Science Liaison (US-West)

Reports to: Vice President – Global Medical Affairs, BioPorto Diagnostics Inc.

This role plans, establishes, grows, and coordinates strategic relationships with key opinion leaders (KOLs), other clinicians, and laboratorians for the purpose of scientific and clinical education. This responsibility will be confined to a designated geographic region (US-West) to achieve clinical and business objectives. Reporting to the Vice President of Global Medical Affairs, the incumbent works cross-functionally with the commercial team to identify, develop, and implement Medical Affairs strategies and tactics and monitor results.

Accountabilities

- Develop and execute (in collaboration with Vice President, Global Medical Affairs) comprehensive medical strategy (e.g., medical education/communication, publications, congress attendance, study priorities) in the Western United States.
- Plan, establish, grow, engage, and coordinate strategic relationships with key opinion leaders (KOLs) and other clinicians and laboratorians for the purpose of scientific and clinical education.
- Respond to unsolicited requests and engage in meaningful, peer-to-peer scientific exchange of complex medical and scientific information with the nephrology, critical care, oncology, pharmacy, cardiology, and internal medicine communities.
- Cultivate a network of experts for BioPorto's disease areas of focus.
- Engage in discussions with thought leaders at key academic centers and professional organizations in Europe. Topic areas to include kidney disease, critical care, clinical and pre-clinical research.
- Provide internal stakeholders with feedback and insights from interactions and discussions with healthcare professionals (HCPs).
- Deliver medical/scientific presentations to internal and external stakeholders.
- Assist with company-sponsored clinical trials and facilitation of investigator-initiated studies.
- Assess, identify, and gather intelligence on the competitive landscape to inform BioPorto's strategic imperatives.

- Lead planning and execution of regional advisory boards.
- Collaborate with cross-functional partners on internal projects and external initiatives.
- Provides educational meeting support at scientific congresses.
- Support clinical training of internal cross-functional teams, external distributors, and HCP customers.
- As directed, assist with special projects in conjunction with Marketing, Sales, Clinical Affairs, Research and Development, or Regulatory.
- Adhere to corporate and healthcare compliance guidance in all activities, including those related to clinical trials, scientific interactions, and responses to unsolicited requests for medical/scientific information.
- Serve as a BioPorto ambassador, maintaining our positive, innovative, and "roll up one's sleeves" culture.

Knowledge/Skills/Attributes

Minimum Requirements

- University degree in a Medical or Life Science Field (e.g. Medicine, Pharmacy, Biology/Biochemistry).
- Minimum 2 years of experience in clinical practice, research, and/or diagnostic industry.
- Demonstrated experience in key opinion leader (KOL), healthcare professional (HCP), or medical community engagement.
- Knowledge and experience of health care systems in the United States.
- Excellent oral and written communication skills in English.
- Experience with digital communication.
- Experience giving public scientific presentations.
- Experience in literature review and analysis.
- Experience in planning and delivering medical training.

Preferred Requirements

- Doctorate degree (PhD or PharmD) or Medical Education (MD) with relevant research and/or clinical experience.
- Clinical and/or research experience in Internal Medicine, Nephrology, Oncology, Pharmacy, Cardiology, or Critical Care.

- 3 years of experience in clinical practice, research, and or pharmaceutical/diagnostic industry locally, regionally, or globally.
- Strong track record in Key Opinion Leader (KOL) engagement.
- Experience in clinical research.
- Ability to develop and maintain collegial relationships predominantly with specialists and generalists within respective fields, as well as nurses and other hospital professionals.
- Ability to lead, direct, influence and empower multi-disciplinary teams and individuals.
- Ability to successfully interface with senior management (within and external to the company).
- Collaborative – superior ability to engage the right people to produce the best results.
- Capacity to manage conflict.
- Ability to prioritize work.
- Strong analytical and problem-solving skills; Strong judgment and decision-making skills.
- Ability to think strategically.
- Ability to develop and maintain deep relationships with thought leaders and healthcare professionals.
- Ability to analyze/summarize data and trends for strategic imperatives
- Excellent project management skills.
- Proficient in Microsoft Office/Teams including Word, Excel, Power Point and Customer Relationship Management Systems (CRM), specifically Salesforce.

Other Duties

Please note that this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time with or without notice.

Travel

Home office based. Ability and desire to travel on a frequent basis (potentially up to 60%) and with short or minimal notice. This may include weekend and evening hours.

Work Environment/Expected Hours

Professionalism and the ability to represent in office, hospital, and business locations, including familiarity with appropriate safety and credentialing, is expected in this job role.

This is a full-time position.

This position may also be eligible for a discretionary annual bonus, paid time off, and a benefits package

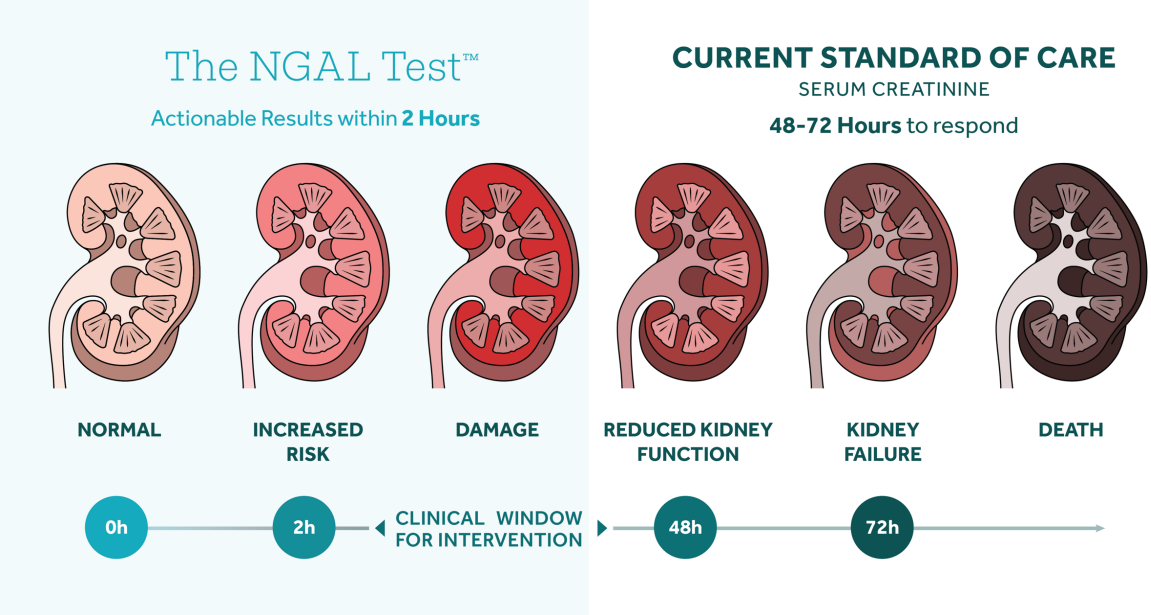
EEO Statement

BioPorto is an equal-opportunity employer. All qualified applications will receive consideration for employment without regard to sex, sexual orientation, gender identity or expression, race, color, religion, national origin, ancestry, genetic information, citizenship, age, disability, pregnancy, genetics, veteran status, or any other protected status under applicable federal, state, or local law

About BioPorto

BioPorto A/S (CPH: BIOPOR) is an in vitro diagnostics (IVD) company focused on saving lives and improving the quality of life with actionable biomarkers - tools designed to help clinicians make changes in patient management. The Company uses its expertise in antibodies and assay development, as well as its platform for assay development, to create a pipeline of novel and compelling products that focus on conditions where there is significant unmet medical need, and where the Company's tests can help improve clinical and economic outcomes for patients, providers, and the healthcare ecosystem.

The Company's flagship product is The NGAL Test, which has been designed to aid in the risk assessment of Acute Kidney Injury (AKI), a common clinical syndrome that can have severe consequences, including significant morbidity and mortality if not identified and treated early. With the aid of The NGAL Test, physicians can identify patients potentially at risk of AKI more rapidly than is possible with current standard of care measurements, enabling earlier intervention and more tailored patient management strategies. By 2025, BioPorto aspires to be one of the world's leading companies in diagnostics for kidney health. BioPorto's approach to AKI rests on the identification of neutrophil gelatinase-associated lipocalin (NGAL, lipocalin2, LCN2) as a biomarker that shows tremendous promise as a superior indicator of AKI when compared to the standard of care, serum creatinine level. This relationship has been supported by an extensive body of literature, both sponsored and independently conducted.



Until now, assessing risk of AKI in critically ill patients has relied on changes in serum creatinine (SCr) and urine output, which are physiologic endpoints that are delayed, non-specific, and impacted by extrarenal factors such as nutritional status and muscle mass. The NGAL biomarker rises rapidly in response to kidney injury, preceding changes in creatinine by as much as two to three days. By identifying patients at risk of AKI early, clinicians can take more appropriate action to manage fluid levels, avoid nephrotoxic agents, and potentially prevent permanent kidney damage.

The NGAL biomarker has been studied in over 16,500 patients in numerous settings including post-cardiac surgery, in critical illness, and post kidney transplantation.

In conjunction with clinical evaluation, BioPorto's NGAL Test is designed to assess risk of acute kidney injury (AKI) in critically ill patients as quickly as two hours after the initial insult. The NGAL Test is CE marked and available for *in vitro* diagnostic use in the European Union, Canada, South Korea and Israel, and is available for research use only in all other territories. BioPorto currently has distribution agreements with a number of distribution partners across Europe. BioPorto received FDA clearance for the NGAL Test, under the name ProNephro AKI, in late 2023.

BioPorto has facilities in Hellerup, Denmark (Copenhagen) and in the Boston, MA area. It is currently traded on the Copenhagen NASDAQ. Employees, leadership, and board members are based in both the US and Europe.