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Career development in Pharmaceutical industry as Nephrologists

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Career development in Pharmaceutical industry as Nephrologists Hyunseon Kim, M.D., Ph.D.

1. 1. Why did you work in Pharma?

I selected nephrology part, because I was very impressed of kidney transplantation as a kind of breakthrough in ESRD patients. During my residency and fellowship, I thought that there is big unsolved area with medical doctor go through like transplantation or hemodialysis in patients. After I finished the nephrology fellowship in Seoul Saint Mary's hospital, I was looking for the new opportunity as a nephrologist in industry, and luckily, I got full support from my professors, and started this work in industry.

1. 2. What did you do in Pharma?

The scope of pharmaceutical doctor is very broad, and there are so many different types of work. Firstly, we can work in any part, marketing, medical, regulatory affair, clinical research, etc. In general, most medical doctors work in medical team, so I will describe the job in medical affair. Following to the job description, medical manager (medical advisor, MM) can be a representative on behalf of the affiliated Business Unit (BU). MM is the in-house expert for the therapeutic areas to which he/she is assigned. MM plays a key role in the planning and implementation of the clinical research program in line with corporate strategies and local BU/BG needs. The MM is also a core member of the Product Team, where he/she provides medical support to team activities, and actively participates in the development and implementation of local marketing strategies. The MM will typically divide his/her working time for Medical and Marketing activities on an equitable basis. In summary, we can do everything not only in-house work, but also filed-work within the legal boundaries "from bench to bedside".

1. 3. Pros and Cons?

There are obvious different points compared to the work as a physician in field. It could be different from individually, however, here is the key difference as a pharmaceutical doctor.

Pros (could be Cons): 1. Flexibility which can permit more time with family (As a pharmaceutical doctor, it was also very busy, and overtime work or activities are common like hospital. However, this work is not life-threatening, or urgent considering the nephrologists encounter in a big hospital.

2. Various work scope which can never be bored (There is no daily routine, so it is very good for whom are not afraid of try something new)

Cons (could be Pros): 1. We are not medical doctors, but only businessmen (For be a successful employee in industry, it is better to keep in mind this)

2. We have to work and study in various filed, not only nephrology part. As pharmaceutical doctors, experience in various therapeutic area could be the strength.

1. **4. How did we start or maintain in these jobs?**

There are two ways to start this job. First, we can apply from the job posting in recruitment site like MEDIGATE or linkedIn. Secondly, we can apply by scouter, called 'headhunter' or someone already work in industry. There is no preferred way, so you can apply either way you are familiar.

1. **5. Q & A**