

# Keeping and Growing Field Medical Talent Now and for the Future

*MAPS Field Medical Focus Area Working Group*



## >> NOW SPEAKING: **Lori Mouser, PharmD**

Global Head, Medical Customer Engagement & Investigator Relations Squad  
Business Enabler -- PDMA Healthcare & Patient Partnership, Roche

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# Housekeeping

### Questions for Presenters:

Please submit questions throughout the presentation using the Q&A button in your control panel.

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### On-demand Availability of Webinar:

This webinar, as with all previous ones, will be available next week on-demand for members via the MAPS website content hub.





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# Presenters



## **Rachelle Willette, PharmD**

Director, Cardiovascular Field Medical  
**Sanofi**



## **Mike Woodward, PharmD**

Medical Science Liaison Director  
**Novartis**



## **Mark Rovedo, PhD**

Regional Director  
**Karyopharm**



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# Educational Objectives

This session will provide a learning opportunity for our audience by:

- Listing three approaches to helping grow and retain the most successful MSAs.
- Providing two options for developing your career while staying in your current company.
- Discussing three approaches and challenges that occur during career transitions.



>> NOW SPEAKING: **Rachelle Willette, PharmD**

Director, Cardiovascular Field Medical, Sanofi

# Development Planning – Avenue for Retention

## Key Tips:

- Actively support field members to create clear and actionable development plans.
- Proactively arrange skill building opportunities for team members.
- Ensure ongoing coaching to expand options for growth and movement within the company.



>> NOW SPEAKING: **Mike Woodward, PharmD**

Medical Science Liaison Director, Novartis

# Career Evolution Through Advancing Expertise

## Key Tips:

- Understand your corporate culture
- Be good at your current job (meet objectives)
- Focus on one area of development at a time
- Discuss career aspirations with manager and senior manager
- Network at meetings (internal & conferences)...*tell them your interests*
- Get involved in special projects, etc.
- Develop your own opportunities when situations occur





>> NOW SPEAKING: **Mark Rovedo, PhD**

Regional Director, Karyopharm

# Making the Transition to People Leadership

## Key Tips:

- Prepare through training and development for landing a first position as a people leader.
- The real learning begins on the job once you make the transition from individual contributor to people leader.
- Identify mentors or other people leaders who can support you through this new experience.





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*Global Head, Medical Customer  
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**Thank you!**  
Questions?