



Associate Director, Professional Relations (Eastern Region)

Company: MacuLogix, Inc. is a medical device company based in Harrisburg, PA. MacuLogix is the only company to equip eye care professionals with the instrument, tools and education needed to effectively diagnose and treat patients with AMD. By leveraging the science of dark adaptation through its AdaptDx, MacuLogix is working to eliminate preventable blindness caused by AMD, a chronic, progressive disease that impacts over 170 million people worldwide and goes undiagnosed in 25 percent of patients. Through its AdaptDx dark adaptation biomarker, MacuLogix enables eye care professionals to detect, monitor and treat AMD three years before it can be seen clinically.

Current Need: We are looking for an Associate Director of Professional Relations to serve as clinical partner to our customers and prospects within eye care. The Associate Director is responsible for building and maintaining direct relationships with 20-30 regional Key Opinion Leaders (KOLs) by acting as a clinical and educational resource for age-related macular degeneration. The Associate Director will partner with the Director of Professional Relations to identify and engage with a targeted group of thought leaders/eyecare professionals (ECPs), providing the consistent delivery of educational and compliant scientific information in support of the AdaptDx. The goal is to partner with KOLs to improve the frequency and quality of lectures, presentations and research focused on dark adaptation, AdaptDx and age-related macular degeneration. The Associate Director will respond to internal and external clinical and scientific inquiries as well as work directly with ECPs to develop case studies and assist in research projects focused on AMD. This position requires extensive travel within the Eastern United States.

Duties and Responsibilities

- Become an AMD Expert by building and maintaining technical and clinical expertise to engage in deep scientific discussions.
- Become an expert on the measurement of dark adaptation using the AdaptDx.
- Establish, build and maintain relationships with ECPs and KOLs, mainly in optometry, with the goal of advancing efforts to diagnose and treat AMD.
- Partner with the Manager of Professional Relations and customers to collect and document patient case studies and research projects; preparing them as poster, lecture and journal submissions.
- Partner with regional Optometry schools interested in incorporating dark adaptometry into their curriculum, then working with them to develop and deliver the curriculum
- Provide clinical information and facilitate scientific exchange in a fair, balanced, and compliant manner and provide clinical/scientific insight and support.



- Provide field insights and activity updates through regular meetings and other communication channels with the Director of Professional Relations.
- Document all customer interactions within our CRM in an accurate and timely manner.

Qualifications

- Bachelor's degree required; advanced clinical degree preferred (PharmD, OD, or PhD)
- At least 4 years of experience in the eye care industry is required with existing relationships with key opinion leaders.
- Thorough knowledge of medicine, treatment guidelines, clinical research processes, customer strategies, and FDA promotional guidelines, regulations, and ethical guidelines.
- Knowledge of optometric alliance groups preferred
- Strong interpersonal, organizational, team, written and verbal communication skills
- Strong presentation and education skills; ability to communicate clinical and non-clinical technical information effectively
- Demonstrated project management ability
- Ability to travel at least 50-75% - mostly within the Eastern United States.
- Access to a major airport is preferred
- Proficiency in Microsoft Office suite applications
- Valid driver's license