



**SENIOR MANAGER – SCIENTIFIC AFFAIRS
(EUROPEAN UNION)**
Europe

Department: Scientific Affairs
Reports To: Director-Scientific Affairs & Director – Sales in Europe
FLSA Status: Exempt

Job Summary:

The successful candidate will:

- Explain and be an advocate for the Company’s products and product candidates and build support for the Company’s products and product candidates in the scientific community.
- Work with Marketing to communicate health benefits to customers and potential customers.
- Work with Marketing/PR/Business Units to educate healthcare providers and consumers on the health benefits of the Company’s products as part of the EU campaign.
- Keep abreast of the scientific literature relating to the Company’s current and future products.
- Support Regulatory Affairs in maintaining and expanding product approvals.
- Track EU external research to adopt new Company products.
- Identify new clinical development opportunities for existing products and new product opportunities for licensing or acquisition.
- Be equally comfortable in scientific and business environments, with the ability to convey the needs and expectations of each to the other. This individual should also feel comfortable acting as an advocate for the Company where appropriate.
- Build support for the Company’s products and product candidates in the scientific community and governmental groups.
- Work with the U.S. Regulatory Affairs group to establish, maintain, and expand product approvals in Europe.

Essential Duties and Responsibilities:

1. Advise Scientific Affairs and Marketing on scientific and clinical matters in Europe that impact the Company’s operation. In consultation with corporate lead for Scientific Affairs, is responsible for developing well-rounded positions regarding scientific and clinical matters and marshalling support in the scientific community for the Company’s position.
2. Provide scientific data and analysis for Marketing & Sales and/or Director of Scientific Affairs in support of European customer presentations, product promotional material, medical community presentations and forums, and scientific conferences. Present product benefits and clinical research information to existing and prospective customers at the request of Marketing.
3. Organize European-based symposia and provide science presentations at European-based trade shows to support awareness of benefits of company products as requested by Marketing and Scientific Affairs.

4. With Regulatory Affairs, define and execute strategies to promote adoption of products in various markets and respond to challenges that may limit or harm the Company's marketing opportunity.
5. Liaise with EU and member states governmental and public policy agencies on behalf of the U.S. Regulatory Affairs group regarding product submissions for approval. Keep abreast of new regulations and changes to existing regulations as related to infant formula, dietary supplements, and food fortification.
6. Represent Martek to external European scientific and clinical research communities.
7. Keep current with scientific literature and attend scientific and medical conferences and symposia to keep abreast of new clinical and technical developments/opportunities of interest to the Company.
8. Develop and maintain relationships with European member states thought leaders, potential partners and collaborators in the academic, nonprofit and corporate sectors.
9. Develop and/or review marketing scientific content material specific to individual EU member states
10. As requested by Marketing and Scientific Affairs, assist when needed in establishing ad hoc or standing expert panels or networks to advise Company of current developments, new opportunities and clinical research protocols in target product and health benefit areas including: fatty acids and lipids, cardiovascular/dyslipidemia, neural system development and neural degenerative disease.
11. Identify promising new compounds, nutrients, formulations or blends for clinical development and/or new clinical indications for existing products.
12. Review and provide scientific advice relating to manuscripts and regulatory documents/correspondences, ensuring that the Company's position and the science are properly presented. Review and co-author as necessary, EU scientific manuscripts for publication.
13. Make technical/scientific and clinical EU presentations on behalf of the Company.

Supervisory Responsibilities:

1. None at this time

Qualifications:

1. PhD and/or graduate degree in biology, biochemistry, nutrition science or public health preferred, minimum of master's degree required
2. 5 - 10 years post-academic experience in nutrition, government, NGO such as ILSI-Europe, or food science research and food or infant formula industry experience required
3. Working knowledge of European food regulatory requirements and process highly desirable
4. Detailed knowledge of perinatal, infant, and/or cardiovascular nutrition and/or neurology
5. Knowledge of Martek's products and related science highly desirable
6. Strong leadership, organizational, interpersonal and communication skills
7. Fluency in English is required.
8. Excellent writing skills with history of publications and outstanding presentation skills
9. Self-starter and able to function independently as well as collaboratively
10. Personable and outgoing personality
11. Up to 50% travel required, including limited international travel

Physical Demands:

N (N/A) A (1 - 25%) B (26 - 50%) C (51 - 75%) D (76 - 100%)

Sitting	<u>D</u> %	Standing	<u>A</u> %
Walking	<u>A</u> %	Driving	<u>N/A</u> %
Bending/Stooping	<u>N/A</u> %	Climbing	<u>N/A</u> %
Reach above shoulder	<u>N/A</u> %	Kneeling	<u>N/A</u> %
Pushing/Pulling	<u>N/A</u> %	Crawling/Crouching	<u>N/A</u> %
Lifting	<u>20</u> lbs		

Computer work
___ N/A ___ Minimal Moderate ___ Significant

Temperature extremes
___ N/A Minimal ___ Moderate ___ Significant

Noise
___ N/A Minimal ___ Moderate ___ Significant

Travel:

Domestic up to 50 % International limited %

Please submit your resume and/or application (www.martek.com) to Human Resources at jobs@martek.com or fax to 410-772-5811. Recruiters welcome.

Martek Biosciences Corporation is an Equal Opportunity Employer.
M/F/V/D