



MENARINI

Position Title	Clinical Nurse Advisor
Division	Customer Execution
Reports To	Regional Sales Manager

Summary introduction to A.Menarini:

A.Menarini Australia, a subsidiary of Italy based Menarini Group, is a leading biopharmaceutical company focused on delivering differentiated healthcare, consumer and ethical brands for patients. Leveraging the extensive global infrastructure and go to market expertise of the Menarini Group, along with our unique insights of the Asia-Pacific markets, patients and physicians, we undertake biopharmaceutical brands from R&D, through to manufacturing, regulatory approvals, medical affairs, sales and marketing.

At Menarini, our purpose is clear: Empowering our people and partners to bring life-invigorating solutions to patients and consumers in our communities every day. We don't just offer a job; we offer a culture where you can truly LIVE your professional values.

Accountability Statement:

Driven by a commitment to clinical safety and excellence, Menarini is seeking a Clinical Nurse Advisor to champion clinical education excellence for practical administration of our IV iron portfolio. You will act as a critical clinical resource for Monofer®, focusing on the seamless implementation of high-dose IV iron administration protocols to optimise user experience and clinical outcomes. While strictly non-promotional, this role acts as a critical clinical partner to our commercial teams, ensuring that training needs in primary care and hospitals are identified and addressed. Your mission is to ensure that every HCP has the clinical confidence to deliver IV iron safely for the treatment of ID and IDA. This position is a field based role and extensive travel within respective state territory will be required.

The Impact You'll Make:

- **Patient-outcomes:** You will train Health Care Professionals (HCPs) on best practices on how to appropriately and safely deliver IV iron formulations, ensuring optimal patient experience and outcomes.
- **HCP Education:** You will be directly involved in up-skilling nursing staff to increase confidence in administering IV iron medicines to minimise incidences of adverse events.

Responsibilities include:

- **Training Execution:** Coordinate and deliver comprehensive clinical education to diverse HCP groups, focusing on the practical application, dosing, and safety of HD IV iron products.

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- **Resource Creation:** Co-develop patient and nurse-specific support tools to enhance the quality of care and treatment adherence.
- **Strategic Clinical Support:** Serve as a dedicated resource for key IV iron infusion clinics and hospitals, ensuring HCPs are equipped with the latest evidence-based knowledge to optimise patient outcomes..
- **Communication Excellence:** Foster strong professional relationships with local sales team members, including activation of regular and detailed communication/feedback flow for joint customers to ensure customer needs are prioritised and met in a timely manner.
- **Relationship Management:** Build and maintain influential relationships with nurses and HCPs to establish Menarini as the preferred partner for HD IV iron treatments.
- **Thought Leadership:** Act as a trusted clinical resource, proactively identifying initiatives to improve local clinical practices and evidence-based treatment protocols.
- **Team Training:** Provide clinical subject matter expertise and training to internal customer-facing teams to ensure accuracy in knowledge of administration best practices.
- **Knowledge Exchange:** Facilitate the flow of information between local, regional and international team members to ensure awareness of market trends and the sharing of best practices.
- **CRM Management:** Utilise CRM systems effectively to plan, document, and monitor all nursing activities and clinical engagements.
- **Regulatory Adherence:** Ensure all activities strictly follow internal SOPs, pharmacovigilance protocols, and quality monitoring standards.
- **Corporate Integrity:** Maintain a level of personal and professional conduct that aligns with the company's Vision and Values at all times.

Required Requisites:

Experience and Qualifications:

Essential

- Registered Nurse (RN) license with current active registration.
- Demonstrated clinical proficiency and working knowledge of infusion medicines requirements.

Desirable

- Previous experience within the pharmaceutical or medical device industry
- Clinical background or experience in anaemia and iron deficiency management
- Knowledge of care pathways within Primary Care, Gastroenterology, Haematology, Cardiology and/or Obstetrics/Gynaecology.

Skills & Attributes:

- An articulate and confident presenter capable of translating complex clinical data for diverse audiences.

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- Exceptional interpersonal skills with a natural ability to build and maintain professional networks and cross-functional partnerships.
- Intrinsic drive and motivation to establish best practices in IV Iron administration to improve patient care.
- Confident in delivering presentations and engaging with a range of stakeholders.
- Flexibility and agility to be able to adapt to dynamic and evolving environments.
- Customer-centric “can-do” attitude and solutions focused approach.

Please sign below to confirm your understanding and acceptance of your Job Description.

Employee Name:	
Employee's Signature:	
Date Job Description Signed:	

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