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## **Position: Oncology Nurse Educator**

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### **JOB DESCRIPTION:**

Responsible for education of health care providers (Physicians, Nurse Practitioners, Nurses, and Physician Assistants) as well as Allied Health Customers (Nurses, Pharmacists, Technicians, and other support staff) and communication of clinical trial results and prescribing information related to Heron Therapeutics products and disease states of interest with a focus on clinical education to nursing staff. Communication will include approved scientific and medical data that will be shared with health care practitioners at oncology practices in a defined geographic region. The CNE will report to the Regional Clinical Director, work collaboratively with the Regional Business Directors (RBD) and Area Business Managers (ABM) and will share responsibility for the regional sales performance.

This position does not involve the practice of nursing but is to be the primary face of educational programs with oncology nurses, other health care practitioners (HCPs), and Allied Health Customers and is responsible for the smooth integration of Heron Therapeutics' products into the clinical setting. Scope of Work may involve some exposure to circumstances that require following standard or prescribed safety precautions.

### **ESSENTIAL DUTIES & RESPONSIBILITIES:**

- High understanding of the Sales Process and ability to prioritize work to maximize opportunity in large volume clinics; portion of performance tied to regional sales goals.
- Develop, maintain, and manage clinical and scientific collaborations with local and regional HCPs and infusion nursing staff in therapeutic areas of interest to Heron Therapeutics.
- Works collaboratively with the RBD and ABMs to identify and prioritize clinic accounts that are essential to the regional sales performance.
- Effectively plan work days and field time to accomplish goals and objectives aligned with RBD and ABM. Effectively manage time, resources and workload.
- Provides educational leadership to nurses and other HCPs in identified oncology practices.
- Collaborates with clinical-medical providers, and practice management in the planning, implementation, and delivery of educational curricula.
- Coordinates in-service training and workshops for appropriate staff to ensure expert knowledge of Heron Therapeutics products, their appropriate use, and their integration within the clinic.
- Presents clinical trial results in small and large group settings in assigned practices.
- Initiates clinical skills development programs, e.g. injection demonstration, within the parameters of established Heron Medical Affairs models.
- Ensures proper care in the use and maintenance of equipment and supplies.
- Promotes continuous improvement of workplace safety and environmental practices.



- Maintains up-to-date knowledge of products, clinical treatment trends, clinical trials, and scientific activities within areas of interest to Heron Therapeutics, e.g. oncology and Chemotherapy Induced Nausea and Vomiting (CINV) space.
- Serves as the clinical expert for the ABMs, providing ongoing education individually and at meetings
- Collects and provides meaningful feedback to organization on how HCPs view Heron Therapeutics and competitor products.
- Facilitates appropriate scientific activities within the Oncology and CINV area when requested.
- Delivers high quality educational presentations in a variety of settings (e.g., formulary committees, medical meetings, and allied healthcare professionals' meetings) and obtains feedback that can be disseminated throughout the organization.
- Is an active member and participant in ONS.
- Professionally represents Heron Therapeutics at select medical meetings and programs.
- Uses appropriate, ethical judgment in the distribution of all information and obtains feedback that can be disseminated throughout the organization.
- Provides medical and scientific training support to internal colleagues upon request.
- Provides local medical support for internal strategic initiatives as requested.
- Completes accurate and timely administrative reports, projects, and other required documentation.
- Compliantly interacts with regional Medical Science Liaison team.
- Develops strong internal relationships with market access, marketing, and sales training.

### **REQUIREMENTS:**

- Bachelors of Science in Nursing (BSN); Masters of Science in Nursing (MSN) or Nurse Practitioner (NP) (Preferred).
- Current RN Licensure in United States.
- Minimum 2 years as a pharmaceutical Oncology Nurse Educator OR 5 years as a field based pharmaceutical employee; three years oncology therapeutics or supportive care experience. (sales experience preferred)
- Established oncology practice relationships in geography (Preferred).
- Experience with explaining difficult practice/clinical management skills and processes to nurses and other health care professionals.
- Verbalizes an understanding of clinical trial design and outcomes.
- Empathy, drive, positive competitive spirit, and commitment to great service.
- Strong compliance mindset, demonstrating a high level of integrity and ethical judgment.
- Outgoing personality, excellent interpersonal and relationship management skills.
- Understanding of patient privacy laws including HIPAA and similar state laws.
- Ability to plan, implement, and evaluate nursing education programs.
- Highly developed verbal and written communication skills.
- Effective presentation skills in small and large group settings.



- Strong interpersonal skills and the ability to work effectively at all levels, cross-functionally, in a collaborative team environment.
- Must be able to travel (80%+) by car or by air and must possess a valid driver's license.
- Ability to work nights and weekends as needed.

*The above description is intended to describe the general nature of the job and may include other duties as assumed or assigned; it is not intended to be all inclusive or limit the duties of the position.*

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