



**Excel Communications**

# **Communication Excellence for Scientific and Medical Professionals**

[www.excel-communications.com](http://www.excel-communications.com)






# Introduction to Excel SciMed

Excel Communications was created from, and for, the pharmaceutical industry; a partnership that has flourished, changed and innovated for three decades.

From Leadership Development for Managers, to Presentation Excellence for Healthcare Professionals, Excel Communications has worked with most pharmaceutical companies in the past 30 years.

Both Field Medical and Medical Affairs roles have grown in recent years and have very specialist needs; communicating technical data to colleagues, customers and patients, being informative and non-promotional.

Excel SciMed focuses on highly tailored learning and development for pharmaceutical medical and scientific professionals. No one knows more about training these highly qualified experts and Excel SciMed brings you our expertise, all together in one place.



# How Excel SciMed can help you

Pharmaceutical Scientific and Medical Professionals can be office or field based, and often a blend of the two, but their needs are similar.

Field Medical encompasses the non-promotional, customer facing, therapy experts such as Medical Science Managers, Medical Science Liaisons or Scientific Advisors. They have the academic credentials and experience to involve themselves in peer to peer conversations with Consultants and Professors, focusing on specific treatments in targeted therapeutic fields.

Medical Affairs and Clinical Operations encompass the office-based medical, clinical and scientific professionals who are involved in bringing pharmaceutical products safely from the laboratory to the patient.

Excel SciMed truly understands the values and beliefs that underpin the work of pharmaceutical scientific and medical professionals – the responsibility of educating internal and external stakeholders about disease

management, medicines or cutting edge data, to ensure that relevant patients receive the maximum health gain, is of huge importance to the industry and wider health economy.

As roles become more academic the people in these roles become more technical with higher levels of subject matter expertise. However it also becomes vital to then support and develop their communication and management skills to match.

This is why we created Excel SciMed - unique, engaging, bespoke communication and management skills training to support the Field Medical, Medical Affairs and Clinical Operations personnel of the future.



Excel Communications grew out of the pharmaceutical industry alongside the emergence of the Scientific and Medical professional's role and the conditions that created it.

Programmes developed by Excel SciMed include:

- Professional Medical Communication
- The Science of Relationships
- Handling Challenging Conversations
- Chairing Effective Advisory Boards & Meetings
- Coaching Benchmarking for Medical Managers
- Coaching for High Performance for Medical Managers
- Scientific Exchange - Assessment & Evaluation
- Onboarding for Field Medical & Clinical Operations

For more information, to set up a call or a meeting please contact Excel SciMed on +44 (0) 1628 488 854 or email [info@excel-communications.com](mailto:info@excel-communications.com)

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