

KOSHA JAYASWAL, M.D.

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Professional Profile

Medical Doctor with over 10 years of experience in academia, clinical practice, and the pharmaceutical industry. A results-driven professional with expertise in oncology, scientific exchange, cross-functional collaboration, and mentoring. Proven success in building relationships with Key Opinion Leaders (KOLs), driving strategic initiatives, and communicating complex scientific data with impact. Recognized for exceptional communication skills, strategic thinking, and leadership in advancing organizational goals.

Professional Experience

2023 – Present Medical Science Liaison, American Regent

- Built and maintained a strong national network of relationships with Key External Experts (KEEs) across multiple therapeutic areas.
- Specialized in Iron Deficiency Anemia as well as breast, lung, and pancreatic cancer, providing expert scientific support and insights.
- Provided medical education to healthcare institutions and supported clinical conversations that advanced appropriate product use.
- Represented the company at regional and national conferences, gathering insights, educating providers, and increasing visibility.
- Collaborated with the Chief Medical Officer, Chief Commercial Officer, and National IDN and Contracting Director during meetings with national key account stakeholders.
- Introduced new ideas and business opportunities to help expand the company's portfolio.
- Gathered and communicated medical insights to internal teams to support strategy and content.
- Trained and mentored MSL team members in field skills and clinical messaging.
- Supported the Director of Medical Affairs with field research, education initiatives, and project execution.

2022 – 2023 Field Medical Affairs Manager, Endo Pharmaceuticals

- Served as the primary field support resource for MSLs in building and strengthening relationships with KEEs.
- Developed a tiering system to help MSLs prioritize key accounts and optimize strategic engagement.
- Created clinical slide decks and collaborated with marketing to guide content development, including securing PMR (Promotional Material Review) approval.
- Spearheaded the development of a Peyronie's disease screening app, working directly with the Chief Medical Officer to drive adoption and clinical relevance.
- Managed insight tracking and submission flow, improving the feedback loop between field and home office.
- Planned and coordinated high-level meetings for executive leadership and external stakeholders.

2020 – 2022 Vice President of Business Development, Empower Sustainables

- Developed and executed a comprehensive business growth strategy focused on scaling solar EPC services.
- Built strategic partnerships with real estate brokerages, roofing claim attorneys, and sustainability-focused organizations.
- Identified collaborations with renewable energy technology firms and government programs.
- Led cross-functional teams to launch sustainable energy initiatives and expand into new markets.
- Negotiated high-value contracts and investment deals that secured long-term revenue streams.

2018 – 2020 Director of Sales and Marketing, Empower Sustainable

- Built and led a high-performing sales team of 35 members.
- Grew company revenue by \$5 million by changing the product offering and redefining the value proposition.
- Transformed the sales process to improve conversion rates, pipeline tracking, and customer follow-up.
- Conducted market research to identify opportunities for sustainable energy solutions.
- Launched marketing campaigns focused on renewable energy offerings.
- Collaborated with the product development team to align sales feedback with product improvements.

Education

Medical Doctorate

Medical University of Lublin, Poland (2011)

Undergraduate Studies

University of Texas at San Antonio

Skills

• Cross-Functional Collaboration • Leadership & Mentorship • Scientific Communications • Strategic Planning & Project Management • Public Speaking & Presentations • Relationship Building with KOLs • Competitive Intelligence Analysis • CRM & Veeva Vault Proficiency