

## Medical Director Position Overview

**The Company.** Neuronetics, Inc. ([www.neuronetics.com](http://www.neuronetics.com)) is a privately held medical device company focused on commercializing non-invasive therapies for psychiatric and neurological disorders using MRI-strength magnetic field pulses. Based in Malvern, PA., Neuronetics is the leader in the development of TMS Therapy<sup>®</sup> (transcranial magnetic stimulation), a non-invasive form of neuromodulation. In October 2008, Neuronetics received FDA clearance to market its NeuroStar TMS Therapy<sup>®</sup> system for patients suffering from major depression and who have failed to respond to prior antidepressant medications. Neuronetics is well financed by a syndicate premier life science venture funds. The Company recently completed a financing totaling \$30 million, which is dedicated to the successful launch of the NeuroStar system.

**The Depression Market Opportunity.** Despite advances in pharmacotherapy, depression remains one of the most common and disabling medical illnesses. The World Health Organization has estimated that, by the year 2020, major depression will be exceeded only by ischemic heart disease in global disease burden. A recent survey<sup>1</sup> estimated that 16.2% of the U.S. population (>30 million people) suffer from major depression in their lifetimes. Twelve month prevalence included more than 13 million U.S. adults. Many patients with major depression obtain no or inadequate relief from drug therapy in spite of multiple courses of antidepressants. Even with symptomatic improvement, tolerability remains a considerable clinical problem. Thus, there is a large, unmet need for an effective therapy free from undesirable systemic effects that is safe and effective in patients who have failed to benefit from prior antidepressant treatment.

**The NeuroStar TMS Therapy System.** NeuroStar TMS Therapy ([www.neurostartms.com](http://www.neurostartms.com)) is a safe and effective non-invasive procedure using a novel medical device for the treatment of major depressive disorder. Operated in a psychiatrist's office or hospital outpatient clinic, the NeuroStar TMS Therapy system delivers highly focused MRI-strength magnetic field pulses that stimulate neurons in the brain that are linked to depression. NeuroStar TMS Therapy can easily be performed as an outpatient procedure and does not require anesthesia or sedation. Patients remain awake and alert during the procedure. The system is sold as a turnkey solution, including a patient treatment chair, the NeuroStar stimulator and single use SenStar<sup>®</sup> Treatment Links.

**The Opportunity.** The Medical Director is a key member of the Medical Operations team, and will report directly to the Chief Medical Officer. A major goal of the company in the next few years will be to further develop and disseminate scientific information on the NeuroStar TMS Therapy system. This will ensure further acceptance of NeuroStar as a mainstream psychiatric treatment for pharmacoresistant depression, and assure success in the Company's ongoing reimbursement efforts. The Medical Director will assist in the development of this broader communication strategy, and will serve as an important external voice for the Company at major scientific and customer meetings. The Medical Director will also assist in the analysis and publication of existing and future clinical development data, and presentation of these results at key scientific meetings.

**Medical Director Position Description.** The Medical Director will work closely with the Chief Medical Officer and other members of the Medical Operations team to develop a scientific communication strategy for the NeuroStar TMS Therapy System. He/she will also work closely with colleagues in Marketing, Sales, and Health Policy and Access (Reimbursement) to assure coordination of the scientific communication strategy with the commercial and reimbursement needs of the Company.

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<sup>1</sup> Kessler RC, Berglund P, Demler O, et al. "The Epidemiology of Major Depressive Disorder." JAMA. 2003; 289: 3095-3105.

Specific responsibilities include:

- Work closely with the Chief Medical Officer to develop a robust scientific communication strategy for the NeuroStar TMS Therapy system consistent with the commercialization and reimbursement goals of the Company.
- Develop a deep expertise with the existing scientific base of evidence for the efficacy of the NeuroStar System and be able to present this information in a compelling and persuasive manner as a senior medical representative of the Company at external scientific and customer meetings as required.
- Further evaluate the existing scientific data and author high-quality scientific publications and reports based on these data.
- Provide scientific and technical writing expertise as required for internal white papers and critical reviews on reimbursement topics of greatest need.
- Provide medical, scientific and technical expertise and support for the Director, Medical Operations and collaborate with the Director in addressing medical questions and complaints referred to the Medical Operations group through Customer Service.
- Provide medical, scientific and technical writing expertise and support to the Associate Director of Clinical Training in the ongoing development of customer training materials.
- Assist the Director of Medical Operations in the development and implementation of a robust Safety Surveillance program on areas of specific medical interest to the NeuroStar TMS Safety Committee.
- Assist the Chief Medical Officer in the management of the external Scientific Advisory Board and develop strong working relationships with the external scientific members of this Board.
- Assist the Chief Medical Officer in devising a robust Investigator-Initiated Trials program, and managing this program effectively into high-quality, peer-reviewed publications.
- Assist the Chief Medical Officer and provide scientific input that will help prioritize key scientific topics of interest to the Company, and to develop these topics into productive research collaborations with external academic collaborators.
- As required, participate in product development planning with the Product Development Department in order to identify and develop new, high-quality product innovations that address areas of greatest customer and scientific need.

The outstanding Medical Director candidate that we seek will have the following mix of professional and personal characteristics:

## Work Experience & Abilities

- Demonstrated success in authoring peer-reviewed scientific publications.
- Prior experience in presentations at major scientific meetings.
- Proven ability to independently devise analytical plans and interpret clinical data.
- Demonstrated success in an industry position dealing with scientific communications.
- The successful candidate will have had prior experience working with senior external scientific experts, and can point to key accomplishments and collaborative work with such individuals. This evidence could be in the form of publications, protocol development, or the development of high-visibility scientific presentations at major meetings.
- Successful implementation of clinical protocols at all phases of clinical development.
- A hands-on, decisive, action-oriented style must be self-evident, with an interest and ability to excel in a development stage medical device company where adapting to rapid changes in the market and working within tight resource constraints are the norm.

## Education

- A life science doctoral degree, preferably in a neuroscience or related discipline is preferred.

## Personal Characteristics & Attributes

- Highest integrity, committed to ethics and honesty.
- Driven and highly results-oriented with a tangible sense of urgency and an unwavering commitment to success.
- Ability to collaborate across disciplines, and an intuitive sense of how to blend scientific and commercial imperatives in an appropriate and creative manner.
- Hands-on, entrepreneurial style; ability and willingness to roll up sleeves and do the work.
- Excited about working in a entrepreneurial environment where decisions are made rapidly and everyone directly contributes to their implementation.
- Open-minded, capable of truly listening and accepting input from all sources.
- Effective team player, and with a sense of humor.
- Excellent oral and written communication skills, including extensive experience with public speaking.
- Willing to travel on a regular basis.