

## Therapeutic Area Medical Lead Rheumatology - Gulf Cluster

Job ID  
REQ-10030574

11月 19, 2024

Utd.Arab Emir.

### 摘要

-In line with overall product strategy, the Medical Advisor is responsible for supporting the design, implementation and execution of Medical Affairs plans for assigned Therapy Area, providing scientific information, helping design & organise clinical studies, building educational dialogue with KOLs and regulatory stakeholders

### About the Role

The Medical Lead is responsible for scientifically engaging, collaborating and aligning with a broad range of external stakeholders to co-create value, address identified patient needs and ultimately change the practice of medicine for better patient access and outcomes. They leverage the right evidence at the right time during their engagements, and identify insights and opportunities that impact and inform the Integrated Product Strategy (IPS), Integrated Evidence Generation Plans, launch excellence roadmap, Patient Journey and medical strategies. Medical Leads also contribute to innovative partnerships and implement relevant disease area strategies. They will act as a strategic

scientific partner, and collaborate with other Field matrix colleagues (e.g. Value/Market Access, HEOR, clinical research colleagues) to ensure Novartis can support healthcare systems strengthening & improve patient access and outcomes.

#### Major accountabilities of the role:

- Be a strategic internal partner, gather and leverage insights for an impactful contribution to Patient Journey mapping, launch excellence roadmap, integrated evidence generation plans, integrated product strategy and subsequently the medical strategy.
- Utilize knowledge of assigned therapeutic area and Novartis compounds to serve as the Medical, Clinical and Scientific expert to field matrix colleagues
- Identify data gaps, data generation opportunities (including RWE and implementation science, precision medicine), and key unmet needs and opportunities to help improve patient access and outcomes
- Ensure appropriate identification and mapping of external stakeholders, aligned to the medical strategy, and in collaboration with other Novartis colleagues. Able to create personalized, flexible engagement strategies and plans, leveraging multiple channels and tailored content to meet the changing needs of external stakeholders
- Personalize and expand external stakeholder engagement beyond Healthcare Professionals. Support and contribute to innovative partnership models for shared ownership in transforming clinical practice
- Apply foundational impactful Scientific Engagement principles in stakeholder interactions in alignment with medical strategy and portfolio/pipeline prioritization.
- Communicate the right evidence to the right stakeholder at the right time, enabling stakeholders to make informed decisions
- Respond to unsolicited requests for information from stakeholders by sharing appropriate data regarding marketed and pipeline compounds in a timely, compliant, and stakeholder-focused manner.
- Adopt and leverage digital channels for a broader, effective, personalized reach and impact, in addition to leading high level impactful scientific events, exchanges and medical education
- Manage personal and professional development.
- Manage administrative responsibilities in a timely manner (customer relationship management tool, compliance training and other modules, expense reporting, etc.).
- Promote and adhere to Doing Business Ethically Policy.
- Adhere to 50% of time allocation in the field to drive engagement plan

#### Requirements for the role:

- MD, Pharmacist, Masters, or other post-graduate degree in health/life sciences. Higher medical qualification or Doctoral degree preferred (PharmD, PhD, MD)
- Acts with credibility and clarity of purpose to build and maintain effective and collaborative relationships.
- Working knowledge of the Healthcare System and research procedures as well as the guidelines relevant to the pharmaceutical industry.

- Experience in a medical function (3-4 years preferred)
- Capable of self-directed learning and having a growth mindset
- Sustainable successful performance track record
- Excellent communication, interpersonal, and influencing skills, with the ability to communicate effectively to a variety of audiences.
- Application of a curious mindset, employing active listening skills and asking open questions to gain insights and uncover current thinking.
- Capable to adapt, organize, prioritize, and work effectively and collaboratively on multifunctional teams in a dynamic field-based environment.
- Proven ability to successfully leverage new technology/digital/IT solutions for effective stakeholder mapping, development, management, and field medical insights gathering.

Why Novartis: Helping people with disease and their families takes more than innovative science. It takes a community of smart, passionate people like you. Collaborating, supporting and inspiring each other. Combining to achieve breakthroughs that change patients' lives. Ready to create a brighter future together? <https://www.novartis.com/about/strategy/people-and-culture>

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部门

International

Business Unit

Innovative Medicines

地点

Utd.Arab Emir.

站点

Dubai

Company / Legal Entity

AE01 (FCRS = AE001) Novartis Middle East FZE (Representative Office)

Functional Area

Research & Development

Job Type

Full time

Employment Type

Regular

Shift Work

No

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