

## MSL New Products (12 meses)

Job ID  
REQ-10042410

2月 26, 2025

Portugal

### 摘要

Ensure the education/training of healthcare practitioners, clinical investigators, and healthcare decision makers regarding new therapies or new indications developed and (to be) commercialized by Novartis, according to Novartis IMI guidelines, approved budget and strategy, legal and fiscal legislation in force, area defined SOP and superior instructions/ guidelines, in order to meet the information needs and channel external proposals for research.

### About the Role

#### Major Accountabilities

- Identify competitive advantage/differentiation for Novartis and its products in the context of the competition, by developing professional relationships with international, regional, and local Key Opinion Leaders (KOL) as well as ensuring access to current medical and scientific information on Novartis products and areas of therapeutic interest in order to contribute to the

development of advocates of Novartis products and positions and capturing insights according to strategy.

- Provide medical and scientific information to healthcare professionals including physicians, and other practitioners and formulary committees, consultant pharmacists, among others, to assist in keeping their knowledge updated, in order to ensure they have medical and scientific information necessary to respond to questions regarding products encountered during their presentations.
- recommending investigators for clinical programs to expand experience base and facilitating the identification and presentation of appropriate investigator proposals to be considered for support, in order to contribute to successful development of phase II-IV clinical programs and RWE studies implementation, thus contributing to the enhancement of medical and scientific areas.
- Provide medical and scientific data to customers and sales forces, namely by attending and supporting scientific and medical meetings and cross-functional meetings with medical needs, preparing planned post-meeting deliverables as well as acting as a major or single point of contact for medical/scientific data, thus contributing to the achievement of the objectives.
- Interact with others in a positive and constructive way, being open to diversity and aligned with corporate guidelines, in order to guarantee Novartis has a working environment free from all forms of discrimination and harassment as well as contributing to a positive and inclusive working environment.
- Work within Integrity and Compliance policies and ensure those around him/her do the same, complying with job Excellence Standards in order to contribute to the alignment with Novartis Global procedures and objectives.

## Additional Specifications

## Key Performance Indicators (KPIs)

- External Activities, KOLs focused: > 70% external time in the field
- Scientific data exchange with KOLs: Clinical trial, research, pipeline data, obtain advice & feedback
- KOLs involvement in scientific projects, clinical research and scientific contributions
- MSL Strategic medical contribution to the compound: external/internal presentations, training /education contributions internal/external
- Insights collecting to the strategy

## Ideal Background

## Education & Qualifications

- Medically qualified or Pharmacist or PhD or other Life Sciences qualification with deep significant scientific/technical background

## Languages

- Local language
- Fluent in English

## Experiences and requirements

- Substantial experience of clinical research insight, business and market knowledge in pharmaceutical industry
- Strong in Scientific engagement skills, personal integrity, and customer focus
- Previous experience in the function
- Strong skills on Scientific publications reading and discussion
- Experience on research protocols comprehensive reading and analysis

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

Portugal

站点

Sintra

Company / Legal Entity  
PT05 (FCRS = PT005) PT Pharma

Functional Area  
Research & Development

Job Type  
Full time

Employment Type  
Regular

Shift Work  
No

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Novartis is committed to building an outstanding, inclusive work environment and diverse teams' representative of the patients and communities we serve.



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