

International Medical Affairs Head, CRM

Job ID

REQ-10079239

Jun 10, 2026

LOC_CH

About the Role

Major Accountabilities:

- Medical and scientific leadership input into priority assets, LCM of the CRM portfolio and pipeline (post-TDP)
- Innovative launch readiness solutions for the TA including MA planning and execution of the medical/scientific engagement strategy (MSL / field medical affairs strategy, medical education programs, scientific congresses, medical expert network development, and input into scientific publication planning) delivering strategic pre-launch and launch medical activities, addressing needs for patient, and clinical adoption, while partnering with Value and Access, Commercial Launch Strategy and in alignment with the international MA strategy
- One cohesive medical voice for the regions and priority countries by engaging with regional and priority countries MA to consolidate IMA perspective for launch considerations, drive enterprise efficiency, and support in-country MA
- International MA input into the IEP planning and evidence generation strategy and implementation
- Provide the IMA TA Head and team with an integrated Medical Affairs perspective from priority countries to help shape the IMA TA strategy, including launch readiness and execution
- Ensure trial operationalization optimally addresses priority country needs (e.g., footprint, patient population)
- Provides medical input into post-TDP with the focus on innovative evidence solutions (interventional studies, NIS and RWE studies) addressing the needs of patients, clinical, access and value to health care systems across priority countries
- Provide consolidated view for IEP gaps for priority countries to support launch
- Provide IMA inputs to enhance patient access and best use of optimal medical treatment by clearly demonstrating value to practitioners and payors throughout the lifecycle of each product
- Builds relationships with external healthcare professionals, patient associations, professional bodies, and major professional societies
- Excellent operational execution and financial tracking to ensure timely and cost-effective development and execution of medical activities related to the TA
- Lead and support a high-performing team, while fostering medical transformation through talent attraction, development, and retention

Requirements:

- Advanced medical degree, Medical Doctor, PhD, or PharmD.
- 10+ years of clinical and Medical Affairs experience within pharmaceutical organizations, with demonstrated functional expertise. Experience in evidence generation and launch excellence, scientific engagement and communications, clinical trials, medical operational excellence, and compliance is important. Clinical experience spanning research and medical affairs is preferred.
- Experience in CRM TA preferred, with proven record in Launch Medical.
- Country Head level experience with direct P+L responsibility preferred. Global, multi and/or above country experience desirable.
- Builds credibility, collaborates effectively, and influences across a diverse stakeholder group in a matrix organization, navigating an environment of shared outcomes and cross-business accountability
- Acts as a credible external representative for Novartis Medical Affairs with global KOLs, medical societies, and industry forums
- Combines operational excellence with innovation, bringing a forward-looking and strategic mindset with the ability to create and implement a vision supported by next-generation capabilities and processes

- Proven ability to build, lead, and support teams in delivering strong results

Role Requirements

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>

Benefits and Rewards: Learn about all the ways we'll help you thrive personally and professionally.

[Read our handbook \(PDF 30 MB\)](#)

Division

DIV_IM

Business Unit

General Management

Location

LOC_CH

Site

Basel (City)

Company / Legal Entity

C028 (FCRS = CH028) Novartis Pharma AG

Functional Area

FCT_RD

Job Type

Full time

Employment Type

Regular

Shift Work

No

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