

# Medical Scientific Liaison

Job ID  
REQ-10023872  
Sep 26, 2024  
Türkiye

## Summary

- Serve as an ambassador to the medical/ scientific community and responsible for establishing, developing and partnering with HCPs
- To engage, collaborate and align 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
- To ensure the appropriate dissemination of clinical and scientific information regarding Novartis' compounds in a timely, ethical and stakeholder-focused manner
- To pair key stakeholders' scientific educational and research needs with available Novartis resources and provide the latest emerging data in response to unsolicited medical enquiries, as appropriate.
- Ensure tactical implementation of objectives and thus contribute to be a best-in-class Field Medical organization

## About the Role

## Major accountabilities:

### Medical Expert Engagement

- In collaboration with the cross-functional team, lead appropriate identification, mapping, segmentation and engagement of Medical Experts
- Upon unsolicited requests for information from HCPs, present data on Novartis products, this may include internally Globally approved information on compounds in development with no approved indications.
- Involve HCPs when a need is identified to provide support/ advice/ participate in specific medical and scientific activities e.g. advisory boards, education of health care providers, publications, etc.
- Develop and execute Medical External Engagement Plans (MEEP) to effectively prioritize and strategically engage MEs aligned with country strategy.

### Scientific Research Support

- Provide scientific education and share information about Novartis clinical research program to identify potential study sites and support study accrual for key trials as appropriate.
- Provide feasibility and research site recommendation for Novartis sponsored clinical trials.

- Upon investigator request, liaise between potential researcher and the Company on IIT submission process or requests for research grade substance (Material Transfer Agreements) to support independent clinical/ preclinical research.

### **Scientific Exchange/ Insights**

- To engage in scientific discussions related to Novartis compounds/pipeline with Medical Experts to support the exchange of scientific information and understanding of new scientific principles, trends and scientific debates (e.g. AdBoards, scientific meetings, regular discussions).
- Collect, analyze and report insights from HCPs to inform and shape medical strategy.
- Provide scientific and educational information to HCPs on specific patient critical issues.
- Build relationships with relevant medical societies, associations and health care institutions.

### **Scientific Projects**

- Implement scientific projects according to global, regional or local medical strategies. Examples may include, but not limited to, epidemiology projects, registries, preclinical or translational research, as well as multi-disciplinary projects involving education and collaboration of multiple functions in the medical community to improve patient diagnosis and treatment.

### **Internal Novartis Contributions**

- Provide expert disease area and product training to Novartis field colleagues (e.g. new MSLs, sales reps, CRAs) and support coaching and mentoring of MSLs as assigned by manager.
- Proactively contribute to shape the Product Strategy plan proactively providing external stakeholders' insights and contribute to the design and execution and the Medical Affairs strategy and plan. May lead specific areas e.g. stakeholder identification and management plans.
- Lead or participate in projects and / or initiatives as assigned by manager.
- Liaise with relevant internal teams (i.e. KAM, HE&OR, Patient Access) to provide up-to-date medical support to external groups e.g. to provide scientific information in the discussion of product inclusion in medical guidelines, formularies.

### **Integrity and Compliance**

- Ensure relevant processes and compliance procedures e.g. Medical Interaction Global Guideline (GGLD-8162500) are always followed.
- Work within Integrity and Compliance policies and ensures those around him / her do the same.
- Work to ensure a diverse and inclusive environment free from all forms of discrimination and harassment.
- Ensure adequate reporting of adverse events / technical complaint / compliance issue in accordance with company procedures

## **Ideal Background**

### **Education**

- **Minimum:** MD (Medical Doctor), Pharmacist, Dentist

### **Experience**

- **Pharmaceutical industry (in a Medical Affairs' role) or healthcare**

## business experience

- Significant clinical and research background GCP
- Strong medical and scientific bases and agility to transverse the diseases' arena
- Good planning and organizational skills
- Strong business acumen
- Strong communication skills and customer orientation
- Strong medical and scientific writing skills
- Preferred experience in innovative study designs e.g. RCT/RWE mixed designs Preferred experience in implementation science
- Preferred proven track record of co-creation and co-execution of protocols with stakeholders in healthcare systems
- Demonstrate excellent communication and presentation skills

## Competencies

- Strong personal integrity and focus on stakeholders.
- Solution orientated
- Significant openness to piloting new ideas
- Comfort around higher management
- Conflict management
- Managing and measuring work
- Peer relationships
- Planning
- Digital savvy
- Drive for results
- Strategic agility
- Influencing skills
- Negotiation skills
- Flexible and comfortable with change
- Must be able to adapt, organize, prioritize, and work effectively on multifunctional teams in a constantly changing field-based environment.

## Languages

- Fluent English (verbal and written)
- Fluent Turkish (verbal and written)

**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>

**Join our Novartis Network:** Not the right Novartis role for you? Sign up to our talent community to stay connected and learn about suitable career opportunities as soon as they come up: <https://talentnetwork.novartis.com/network>

**Benefits and Rewards:** Read our handbook to learn about all the ways we'll help you thrive personally and professionally: <https://www.novartis.com/careers/benefits-rewards>

Division

International

Business Unit

Innovative Medicines

Location

Türkiye

Site

İstanbul Kavacık

Company / Legal Entity

TR01 (FCRS = TR001) Novartis Sağlık, Gıda ve Tarım Ürünleri San. Ve Tic. A.Ş.

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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