

# Medical Science Liaison

Job ID  
REQ-10038062  
Jan 28, 2025  
Kenya

## Summary

To serve as a liaison to the medical/ scientific community and to be responsible for establishing, developing and partnering with Health Care Providers/ Professionals (HCPs), e.g., external Medical Experts (MEs), study investigators, treatment guideline experts, and Patient Advocacy Groups, Payors, Policymakers, etc. to ensure the appropriate dissemination of clinical and scientific information regarding Novartis' therapy areas of interest and compounds in a timely, non-promotional, ethical and stakeholder-focused manner.

To implement clinical and educational strategies in collaboration with other Novartis colleagues for designated stakeholders.

To pair key stakeholders' scientific educational and research needs to available Novartis resources and provide the latest emerging data in response to specific HCP inquiries, as appropriate

## About the Role

### Major accountabilities:

#### Medical Expert and Stakeholder Engagement

- Field based role with 80% of time allocated to engaging stakeholders in the field at healthcare professional clinics, hospitals, medical society meetings among other venues. Calls made on therapy areas of focus such as pre-launch molecules and molecules with vibrant clinical trial updates.
- 20% of time allocation for keeping abreast of latest updates in the therapy area of focus, strategic and administrative duties, reporting activities and planning engagements.
- Ten impactful calls on average to be made per week (40 calls per month)
- In collaboration with the cross-functional team, ensure appropriate identification, mapping and engagement of MEs, study investigators and other stakeholders in alignment to integrated portfolio access strategy (IPAS).
- Upon unsolicited requests for information from HCPs, present non-promotional and scientific 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 HCPs, publications, etc.
- Provide and discuss medical, scientific and health care economics and outcome research (HE&OR) evidence on new treatment options, Novartis compounds, products, therapeutic and research areas with key HCPs (e.g. external MEs, researchers, ) and relevant stakeholders involved in patient treatment decisions.

#### Scientific Exchange/Insights

- Support scientific exchange to advance understanding of new scientific principles, novel research trends, and current scientific debate.
- Provide scientific and educational information to HCPs on specific patient critical issues.
- Collect, analyze and report insights from HCPs to inform and shape medical strategy. Insights collected to be shared with the cross-functional team at regular intervals such as medico-marketing forums.

### **Internal Novartis Contributions**

- Serves as local medical resource for disease area and compound/product training to Novartis field colleagues (e.g. sales representatives, CRAs) during planned forums such as cycle meetings and team refreshers
- Contribute to shape the IPAS plan proactively providing external stakeholders' insights and contribute to the design and execution and the Medical Affairs strategy and plan.

### **Integrity and Compliance**

- Ensure relevant processes and compliance procedures e.g. Investigator Initiated trial (IIT) processes, Medical Affairs Field Interactions Global P3 Implementing Procedure, etc are always followed.
- Works within Integrity and Compliance policies and ensures those around him/ her do the same.
- Works to ensure a diverse and inclusive environment free from all forms of discrimination and harassment.

### **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. If required, support Clinical Operations team through ensuring good liaison with sites, contribute to clinical meetings to ensure seamless study conduct and co-monitor with clinical operations as required and appropriate.
- 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.

### **Key performance indicators:**

- Timely design and execution of Medical Expert identification and engagement plans.
- Level of medical expert engagement / contributions for programs and products.
- Ability to communicate and work effectively with cross-functional teams.
- Level and quality of contributions to Medical Affairs plan.
- Delivery of all assigned activities on time and on budget.

### **Financial responsibility:**

(Budget, Cost, Sales, etc.)- In close liaison with Medical Advisor

### **Impact on the organization:**

- Develop relationships for their assigned Medical Experts/Key Stakeholders and Decision Makers.
- Ensure tactical implementation of objectives and thus contribute to a best in class Field Medical organization.

### **Education & Experience:**

**Education** (minimum/desirable):

Medical doctor, Pharmacist, MSc, degree in other life sciences. Doctoral degree preferred (PharmD, PhD, MD).

**Languages:**

Fluent in English & Local Language (oral and written).

**Experience/Professional requirements & Capabilities:**

- Industry experience – ideal but not mandatory
- Proven ability to develop and foster peer-to-peer, credible relationships with Medical Experts and decision makers.
- Working knowledge of the Healthcare System and research procedures as well as the ICH guidelines, GCP and other ethical guidelines relevant to the pharmaceutical industry.
- Experience in medical education and communications in at least one therapeutic area.
- Ability to understand and effectively convey emergent scientific and HEOR data.
- Excellent communication skills (listening, persuasion and presentation).
- Must be able to adapt, organize, prioritize, and work effectively on multifunctional teams in a constantly changing field-based environment.
- Familiar with the use of social media and evolving digital platforms e.g. for stakeholder mapping, management, development and insights gathering.
- Strong personal integrity and focus on stakeholders.

**Skills:**

- Biostatistics.
- Clinical Practices.
- Clinical Research.
- Clinical Study Reports.
- Curiosity.
- Customer Relationship Management (CRM) Software.
- Disease Management.
- Drug Development.
- Education.
- Epidemiology.
- IT Tools.
- Medical Information.
- Medical Research.
- Medical Writing.
- Phase Iv Clinical Trial.
- Product Placement.
- Scientific Support.

**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

Corporate Affairs

Business Unit

Innovative Medicines

Location

Kenya

Site

Kenya

Company / Legal Entity

KE03 (FCRS = KE003) NVS Kenya Limited

Functional Area

Research & Development

Job Type

Full time

Employment Type

Regular

Shift Work

No

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