

# Head International Medical Affairs Immunology

Job ID  
REQ-10038667  
Jan 31, 2025  
Switzerland

## Summary

The Head of IMA Immunology is accountable for pre-launch preparation and new product/new indication launches for priority brands for international with focus on the top 11 countries. This role is critical in ensuring the successful introduction of innovative therapies to the international markets providing essential medical and scientific leadership, shaping the strategic direction of launches and Life Cycle Management (LCM). By spearheading innovative launch readiness solutions, the role ensures that the therapeutic area is adequately prepared, with a focus on delivering value to patients, clinicians, and healthcare systems. The accountability includes the development and execution of a comprehensive medical and scientific engagement strategy for Medical Science Liaisons (MSLs), in partnership with GMA, addressing key pre-launch and launch activities.

This role serves as the cohesive medical voice across regions and priority countries, ensuring consistency and alignment for Integrated Evidence Plans with GMA, messaging and strategy leading to access and clinical adoption. By coordinating efforts internationally, the role helps to bridge regional and country-specific needs with the broader corporate objectives. This includes tailoring medical activities to address the unique challenges and opportunities within each market, thus enhancing access and demonstrating the value of new therapies to healthcare systems. Through close collaboration with cross-functional teams, the role not only drives successful launches but also supports the long-term success of products in the marketplace, contributing to the overall mission to improve and extend people's lives

## About the Role

The Head of International Medical Affairs (IMA) for Immunology is accountable for leading the Immunology Medical Affairs team responsible for the Immunology portfolio, launches of new products or indications, and priority Life Cycle Management (LCM), focused on priority countries. The responsibilities for the Head of IMA Immunology include:

- Medical and scientific leadership input into priority assets, LCM of the Immunology 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, 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, CLS and in alignment with GMA 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 GMA strategy IEP planning and evidence generation strategy and

implementation.

This role is a member of the International Medical Affairs Leadership Team and TA Leadership Team.

### **Major Accountabilities:**

- Ensure IMA TA Head and team have an integrated MA perspective from priority countries to shape the IMA TA strategy including launch readiness and execution for the priority countries.
- 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.
- Engages with external healthcare providers, patient associations and professional bodies and with major professional societies in full collaboration and alignment with GMA.
- Excellent operational execution and financial tracking to ensure timely and cost-effective development and execution of medical activities related to the TA.
- Inspires and leads a high performing team and implements medical transformation through best-in-class talent attraction, development and retention.

### **KEY PERFORMANCE INDICATORS:**

- Ability to drive innovation and bring novel ideas to the organization.
- Degree to which executed Integrated Evidence Plans meet stakeholder needs, delivers on excellent launch preparation requirements and optimizes access
- Launch readiness and execution in alignment with Value and Access , CLS, and priority countries.
- Ability to work in partnership with key internal/ external stakeholders to co-develop strategy and execute tactical plans.
- Depth of relationships with key external stakeholders (e.g.: medical experts, professional societies, research consortia, systems of care etc.)
- Success of portfolio management including contributions to BD&L opportunities.
- Ability to deliver key tactics on time, with high quality and within budget - working within policies on ethics, compliance and Novartis guidelines
- Matching capabilities with current and future needs and aiming for no resourcing gaps on priority programs.
- Engagement of MA ITA team.

### **Requirements:**

- Advanced medical degree, Medical Doctor, PhD, or PharmD.
- 10+ years of extensive clinical and medical affairs experience acquired at pharmaceutical companies with demonstrated Medical functional expertise.
  - Subject expertise in areas of Evidence Generation and Launch Excellence, Scientific Engagement and Communications, Clinical Trials, Medical operational excellence and compliance. Ideally clinical experience in both research and medical affairs
  - Broad, multi - TA experience with proven record in Launch Medical
  - Global, multi and/or above country experience.

- Viewed as credible peer expert with stakeholders built on Scientific & Clinical experience and track record
  - Establishes credibility, collaborates and influences across a range of diverse stakeholders in a matrix organization - navigates in an environment of shared outcomes and cross-business accountabilities.
  - Credible external facing representative for Novartis medical affairs towards global KOLs, medical societies, industry forums
  - Balances Operation vs Innovation, forward-looking, strategic thinker able to create and implement a vision, supported by next generation capabilities and processes
  - Agile mindset & can lead in an agile organization.
- Successful track record of building, leading and inspiring teams to drive results.

**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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Division

Finance

Business Unit

Innovative Medicines

Location

Switzerland

Site

Basel (City)

Company / Legal Entity

C028 (FCRS = CH028) Novartis Pharma AG

Functional Area

Research & Development

Job Type

Full time

Employment Type

Regular

Shift Work

No

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