

# Group Manager, MSL

Job ID  
REQ-10019981  
Sep 05, 2024  
Japón

## Resumen

~

## About the Role

### Major Accountabilities

- Provide excellent coaching for MSL members to continuously improve actionable insight generation and establish a strong strategic long-term engagement with HCP/HCS. Approximately 50% of the MSL group manager's time should be spent on coaching.
- Collect and generate actionable insights from HCP/HCS/Patients on healthcare ecosystem and treatment landscape both at national and area-specific level, to be incorporated into Novartis launch strategies and tactics
- In collaboration with MSLs and the Medical Lead, creation of field medical strategic and tactical plans (MEEP), aligned with Japan medical franchises and Medical Excellence and Execution. Accountable for execution of plans.
- Create/Drive improved treatment pathways in collaboration with MSLs, Medical Lead and other relevant functions (e.g. V&A, Ecosystem), engaging with National/Local HCP and HCS
- Up-to-date scientific training of field medical team to support timely and robust scientific discussion with HCP/HCS
- Guideline related communication to ensure appropriate positioning and patient access
- Provides holistic view of Japan MSL effectiveness through the development and analysis of KPIs, reporting dashboards, and Japan MSL value communications to leadership; communicates Japan MSL value and impact to the broader organization
- Support RC/IIT

### Key Performance Indicators

- Quality and quantity of field medical activities and actionable insights
- Voice of Customer feedback on scientific quality of MSL interactions

- Customer NPS score in relation to trust and reputation

Education:

- Bachelor's degree

Languages:

- Japanese, Intermediary English

Experience/Professional requirement:

- Proven ability to lead and coach MSLs on communication and presentation skills, including ability to effectively communicate medical data/concepts
- Ability to organize, prioritize and work effectively on multifunctional and diversified teams and inspire the team to do the same.
- Preferred – People Management experience
- Preferred - Experience with agile project management
- Strong logical and strategic thinking capability
- Interpret, communicate and implement medical/scientific strategies to direct reports
- Streamline and provide structure to insight collection process by MSLs

**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>

**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>

División  
International

Business Unit  
Innovative Medicines  
Ubicación  
Japón  
Sitio  
Head Office (Japan) (Pharmaceuticals)  
Company / Legal Entity  
JP05 (FCRS = JP005) Novartis Pharma K.K.  
Functional Area  
Research & Development  
Job Type  
Full time  
Employment Type  
Regular  
Shift Work  
No  
[Apply to Job](#)

[midcareer-](#)

[r.japan@novartis.com](mailto:r.japan@novartis.com)

Job ID  
REQ-10019981

## Group Manager, MSL

[Apply to Job](#)

---

**Source URL:** <https://prod1.adacap.com/careers/career-search/job/details/req-10019981-group-manager-msl-ja-jp>

### List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://talentnetwork.novartis.com/network>
3. <https://www.novartis.com/careers/benefits-rewards>
4. <https://www.novartis.com/about/strategy/people-and-culture>
5. <https://talentnetwork.novartis.com/network>
6. <https://www.novartis.com/careers/benefits-rewards>
7. [https://novartis.wd3.myworkdayjobs.com/ja-JP/Novartis\\_Careers/job/Head-Office-Japan-Pharmaceuticals/Group-Manager\\_REQ-10019981-4](https://novartis.wd3.myworkdayjobs.com/ja-JP/Novartis_Careers/job/Head-Office-Japan-Pharmaceuticals/Group-Manager_REQ-10019981-4)

8. <mailto:midcareer-r.japan@novartis.com>
9. [https://novartis.wd3.myworkdayjobs.com/ja-JP/Novartis\\_Careers/job/Head-Office-Japan-Pharmaceuticals/Group-Manager\\_REQ-10019981-4](https://novartis.wd3.myworkdayjobs.com/ja-JP/Novartis_Careers/job/Head-Office-Japan-Pharmaceuticals/Group-Manager_REQ-10019981-4)