

Regional Medical Lead-Remote

Job ID
REQ-10065850

11月 05, 2025

USA

摘要

Location: Remote (Field non-Sales): This position can be based remotely in US. Please note that this role would not provide relocation as a result. The expectation of working hours and travel (domestic and/or international) will be defined by the hiring manager.

About the Role

The role of the Regional Medical Lead is responsible for prioritizing coordinating and leading the overarching medical account strategy at designated priority institutions and research networks; delivering innovative and tailored scientific solutions from pipeline to launch and through life cycle management; delivering a strong portfolio wide value proposition to our external stakeholders and population health decision makers (PHDMs) across the full portfolio. This role is responsible for optimizing key account engagements and Medical Customer engagements aligning with the Customer Engagement Model to better support innovation for patients and the overall Novartis

strategy. The overarching remit of this role is to improve patient outcomes and the customer experience.

Your responsibilities will include, but are not limited to:

- Create a strategic enterprise level plan, in collaboration with medical colleagues, for priority academic institutions, and as appropriate in collaboration with the commercial account leads in a compliant manner.
- Help provide updates on medical activities and opportunities while working collaboratively to establish the regional account strategy, resourcing, and deployment. Help to set and execute strategic medical initiatives within the accounts with a focus on priority accounts.
- Create enterprise-level strategic plans, in collaboration with medical colleagues and Customer Engagement teams, for priority institutions and research networks and as appropriate in collaboration with the commercial account lead in a compliant manner.
- Serve as a member of the Oncology RET providing updates on medical activities and opportunities while working collaboratively to establish the regional account strategy, resourcing, and deployment. Helping to set and execute strategic medical initiatives within the accounts with a focus on priority accounts.
- Collaborate with CE, Medical Franchise heads, MSTs and other relevant colleagues and Clinical Sciences to develop and inform strategy to support external stakeholder needs, including partnerships/collaborations/research associated with unique institutional capabilities/programs aligned to medical strategy.
- With an enterprise mindset, strong matrix leadership/collaboration; function as the primary “One Novartis” medical navigator to enable effective end-to-end stakeholder engagement including BR, TCO, GDD, and USMA aligned with account strategy.
- Improve upon our research footprint (sponsored trials, IITs and collaborations) – these positions are responsible for all aspects of how research happens compliantly within the institution.
- In partnership with NVS stakeholders, ensure a strong medical relationship with C-Suite and other PHDMs within identified academic institution accounts.
- Develop and tailor account specific medical initiatives from insights gained from C-Suite and other account medical stakeholders with a focus on identifying and delivering on non-brand specific opportunities.

What you 'll bring to the role:

Required Experience:

- Minimum of 7 years or pharmaceutical experience in research/medical affairs, clinical development
- Minimum 10 years or experience Strong scientific knowledge & expertise in either Oncology, Immunology, Cardiovascular, Renal, or Neuroscience (disease and drug development/research);
- Enterprise Mindset with demonstrated strong business acumen and experience with C-Suite engagement
- Strong background/understanding of pharma landscape and competitive environment
- Strong influencing, instigator and integrator skills/capabilities

- Ability to work in a matrix environment with strong cross-functional collaboration and networking skills/capabilities; strong team player
- ME relationship and account management expertise with proven industry experience/track record in academic institutions
- Demonstrated leadership experience (role or projects)
- Strong Change Agility skills/capabilities; Problem Solving - Solutions Oriented approach
- Flexibility and ability to adapt in a changing healthcare landscape environment
- Strong written and oral communication skills
- Peer to Peer level external engagement capabilities
- Must possess thorough understanding of the FDA, OIG, HIPAA, PhRMA code and other ethical guidelines relevant to the pharmaceutical industry to ensure compliance with these external as well as internal guidelines and standard operating procedures
- Understanding of Population Healthcare Decision makers, Pathways, Guidelines, and emerging Healthcare landscape

Education:

- Advanced degree required; doctoral or medical degree preferred

Novartis Compensation and Benefit Summary:

The pay range for this position at commencement of employment is expected to be between \$204,400 and \$379,600 per year; however, while salary ranges are effective from 1/1/25 through 12/31/25, fluctuations in the job market may necessitate adjustments to pay ranges during this period. Further, final pay determinations will depend on various factors, including, but not limited to geographical location, experience level, knowledge, skills and abilities. The total compensation package for this position may also include other elements, including a sign-on bonus, restricted stock units, and discretionary awards in addition to a full range of medical, financial, and/or other benefits (including 401(k) eligibility and various paid time off benefits, such as vacation, sick time, and parental leave), dependent on the position offered. Details of participation in these benefit plans will be provided if an employee receives an offer of employment. If hired, employee will be in an “at-will position” and the Company reserves the right to modify base salary (as well as any other discretionary payment or compensation program) at any time, including for reasons related to individual performance, Company or individual department/team performance, and market factors.

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>

EEO Statement:

The Novartis Group of Companies are Equal Opportunity Employers. We do not discriminate in recruitment, hiring, training, promotion or other employment practices for reasons of race, color, religion, sex, national origin, age, sexual orientation, gender identity or expression, marital or veteran status, disability, or any other legally protected status.

Accessibility & Reasonable Accommodations

The Novartis Group of Companies are committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the application process, or to perform the essential functions of a position, please send an e-mail to us.reasonableaccommodations@novartis.com or call +1(877)395-2339 and let us know the nature of your request and your contact information. Please include the job requisition number in your message.

部门
US

Business Unit
Universal Hierarchy Node

地点
USA

状态
Field, US

站点
Field Non-Sales (USA)

Company / Legal Entity
U014 (FCRS = US014) Novartis Pharmaceuticals Corporation

Functional Area
Research & Development

Job Type
Full time

Employment Type
Regular

Shift Work
No

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