

MSL CRM Gulf

Job ID
REQ-10069024

12月 18, 2025

Utd.Arab Emir.

摘要

An exciting opportunity to join our Medical Team. As MSL, your roles will be to lead scientific engagement with their Medical Experts, implement clinical and educational strategies and respond to unsolicited medical enquiries.

#LI-Onsite

About the Role

Major accountabilities:

- Contributes to mapping / profiling of KOL/decision makers in line with segmentation
- Liaise and provide up-to-date medical support to relevant external groups to facilitate inclusion of products in medical guidelines, and support pricing and

health-economic discussions

- Provide and discuss scientific information and data to healthcare professionals to ensure quality and accuracy of medical and scientific information on new treatment options including Novartis products and selected areas of therapeutic interest
- Collaborate with Novartis colleagues to actively support medical and scientific meetings by collecting and interpreting insights /presentations/ results, and evaluating impact of competitive information to share internally and externally as post-meeting deliverables
- Provide medical support and training (i.e. disease state and product) to Novartis colleagues.
- Contributes to the identification of appropriate clinical investigators and facilitates placement into Novartis sponsored clinical trials.
- Support the investigational sites as needed , as part of a cross-functional team with GDD and others as appropriate

Requirements:

- Strong and Sustainable performance track record.
- Previous experience as MSL is preferred
- Relevant Therapeutic Area experience is preferred
- Strong demonstration of cross functional collaboration.
- Demonstrated ability to develop and foster peer-to-peer, credible relationships with health care professionals.
- Previous experience in the respective Therapeutic Area is preferred.
- Externally focused with proven exceptional external customer focus and building strong relationship with KOLs.
- Sound knowledge of the Healthcare System and of the research procedures as well as the ICH guidelines, GCP and other ethical guidelines relevant to the pharmaceutical industry.
- Ability to synthesize recent scientific information, analyze them within strategic and regulatory settings.
- MD, PharmD, Pharmacist, PHD and other life sciences with solid medical/technical background and proven competencies influencing skills, clinical research insight, business, and market knowledge.
- Externally focused with proven exceptional external customer focus and building strong relationship with KOLs.
- Sound knowledge of the Healthcare System and of the research procedures as well as the ICH guidelines, GCP and other ethical guidelines relevant to the pharmaceutical industry
- Ability to synthesize recent scientific information, analyze them within strategic and regulatory settings.

- Gulf experience in preferred.

Skills Desired

Medical expertise, Communication, Compliance, Conflict Management, Cross-Functional Work, Customer Insights, Ethics, Healthcare Industry, Influencing Skills, Negotiation, Technical Skills

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>

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>

部门

International

Business Unit

Development

地点

Utd.Arab Emir.

站点

Dubai

Company / Legal Entity

AE01 (FCRS = AE001) Novartis Middle East FZE (Representative Office)

Functional Area

Research & Development

Job Type

Full time

Employment Type

Regular

Shift Work

No

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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