

Country Medical Affairs Head, Vietnam

Job ID
REQ-10075412

5月 03, 2026

Vietnam

摘要

Location: Ho Chi Minh

Novartis is unable to offer relocation support for this role: please only apply if this location is accessible for you.

#LI-Hybrid

The Country Medical Affairs Head is the lead country medical representative, responsible for adopting and executing the near- and long-term medical strategy coming from Global /IM, forging bold strategic partnership with the healthcare communities and governmental entities.

About the Role

Major accountabilities:

- Raise country medical and clinical interests into global and regional strategy and planning prelaunch starting at DDP, through providing timely and strategic feedback to GPTs. This shapes the development program earlier and ensures IDPs include integrated, diverse data available at launch to support own local reimbursement and clinical implementation.
- In line with the evolving healthcare ecosystem, proactively and strategically builds and strengthens partnerships beyond the traditional Healthcare professionals and organizations. Identifies opportunities for joint value creation deploying new engagement models of broader reach.
- Engage with key patient associations, academic societies, patients, payers and reimbursement bodies as well as the relevant healthcare systems, to harness opportunities and share ownership in transforming the clinical practice with optimal access and better outcomes for real world patients.
- Encourage earlier (starting at DDP) initiation of innovative integrated evidence generation strategies, novel research activities, and local collaborative and impactful partnership engagements. Supports utility of RWE innovative study designs and exploratory trials (where applicable) across TAs to accelerate patient access; oversight of Managed Access Programs (MAPs), IITs etc.
- In close collaboration with Global Drug Development (GDD), cultivates strategic and effective co-creation and collaboration plans, for allocation and execution of clinical trials within the country, as necessary Local portfolio prioritization to shape GDD trial strategies and resource allocation. (only applicable for key markets).
- Oversee that all local studies are developed and timely executed based on country evidence gaps. Accountable to ensure adherence to all governance, compliance, quality, and safety measures in accordance with local standards in implementation. Ensures effective communication plans in place for external stakeholder education and advocacy.
- Ensure implementation science plans in place early and holistically to systematically shape health policy and practice guidelines converging clinical innovations and treatments into better standards of care via better disease management. Depth of insight and understanding of local Healthcare ecosystem and contextual system challenges to ensure early reimbursement and patient adherence.
- Build and facilitate close cross-functional equal partner collaboration with key internal stakeholders, co-creating and leading where necessary. Function as the key medical interface to Country President, Value & Access, TA Heads and BE&E Heads or similar position, GDD representatives, Public Affairs, and compliance teams as well as related regional teams. In partnership with country Regulatory Affairs, develops and manages long-term relationships with local Regulatory agencies and relevant medical societies.
- Role model ethical standards and contribute proactively to a credible image for Novartis in the country. Represent Novartis at key external governmental, scientific, clinical, and medical events to educate, advocate and support innovation and evidence-based research.
- Own and optimize medical resources and allocation: Advocates early resourcing (where and when appropriate), while ensuring cost adherence in spend of Medical Affairs trials, activities, and resourcing. Ability to articulate and defend priorities and needs of medical with strong influencing skills. Recruits, hires and develops talent while maximizing potential for leadership.

Requirements

- Medical Doctor (MD) or PhD.

- 10+ years of relevant experience working with high-performing regional and local medical and access teams in healthcare/life sciences industry.
- Relevant experience acquired at pharmaceutical companies, HTA, physician associations or health care consultancy companies or equivalent experience.
- Proven ability to network with all levels of external stakeholders and work in matrix environment distilling and prioritizing market needs and deliverables.
- Strong leadership and influencing skills in a matrix; articulate vision for Medical Affairs in the Country; build externally focused culture.
- Strong solution-orientation and business acumen.
- Deep understanding of drug development and approval processes, including experience designing and/or executing clinical studies.
- Thought leader in all medical core and game changing competencies.
- Excellent understanding of local, regional, and country regulatory standards and processes, as well as relevant (country-specific) ethical and legal guidelines. International/global experience desirable.
- Fluency in English and Vietnamese.

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: Learn about all the ways we'll help you thrive personally and professionally. [Read our handbook \(PDF 30 MB\)](#)

部门

International

Business Unit

General Management

地点

Vietnam

站点
Vietnam

Company / Legal Entity
VN04 (FCRS = VN004) NVS Vietnam Company Ltd

Functional Area
Research & Development

Job Type
Full time

Employment Type
Regular

Shift Work
No

```
var config = { targetId: "kalturaplayer69f7834eefa87508745326", provider: { widgetId:
"10m7rm1pm", partnerId: "2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause:
false, allowMutedAutoPlay: false, loop: false }, sources: { options: {}, startTime: 0 }, plugins: {},
sources: { options: {}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true,
showSpeedMenu: false }, css: "/modules/custom/arcticnckalturaaddon/css/kalturavideo.css",
components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets: ['Playback',
'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
KalturaPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(KalturaPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
(KalturaPlayer.plugins["transcript"]) { config.plugins["playkit-js-transcript"] = { position: "right", //
Default: bottom;('left', 'right', 'top', 'bottom') to enable transcript. expandMode: "over", // Default:
alongside;('alongside', 'hidden', 'over') expandOnFirstPlay: false, showTime: true, downloadDisabled:
false, printDisabled: false, disable: true }; } if (KalturaPlayer.plugins["preventSeek"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (KalturaPlayer.plugins["navigation"]) {
config.plugins.navigation = { position: "right", expandMode: "over", expandOnFirstPlay: false, visible:
false }; } if (KalturaPlayer.plugins["hotspots"]) { config.plugins["playkit-js-hotspots"] = { disable: true }; }
if (KalturaPlayer.plugins["moderation"]) { config.plugins["playkit-js-moderation"] = { disable: true }; } if
(KalturaPlayer.plugins["info"]) { config.plugins["playkit-js-info"] = { disable: true }; } if
(KalturaPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents =
[]; if (KalturaPlayer.plugins["googleAnalytics"]) { config.plugins.googleTagManager = {};
config.plugins.googleTagManager.customEventsTracking = {};
config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
```

```
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents: false, playlistEvents: false, castEvents: false } }; }
```

```
try { var kalturaPlayer = KalturaPlayer.setup(config); // Add the player to the global array. if (typeof kalturaPlayerVideos !== 'undefined') { kalturaPlayerVideos.push(kalturaPlayer); } else { var kalturaPlayerVideos = []; kalturaPlayerVideos.push(kalturaPlayer); } // Load the Player for other media. kalturaPlayer.loadMedia({entryId: "1dgfvmafo"}); } catch (e) { console.error(e.message) }
```

Job ID
REQ-10075412

Country Medical Affairs Head, Vietnam

[Apply to Job](#)



Job ID
REQ-10075412

Country Medical Affairs Head, Vietnam

[Apply to Job](#)

Source URL:

<https://www.novartis.com.cn/careers/career-search/job/details/req-10075412-country-medical-affairs-head-vietnam>

List of links present in page

1. <https://www.novartis.com/about/strategy/people-and-culture>
2. <https://www.novartis.com/sites/novartiscom/files/novartis-life-handbook.pdf>
3. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Vietnam/Country-Medical-Affairs-Head--VietnamREQ-10075412>
4. <https://novartis.wd3.myworkdayjobs.com/en-US/NovartisCareers/job/Vietnam/Country-Medical-Affairs-Head--VietnamREQ-10075412>